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HARDWARE

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, 309 Broadway, New York.
Entered as Second Class Matter at New York, N. Y. Postoffice.

VOL. XXVIII., NO. 1. — NEW YORK, OCTOBER 10, 1903.

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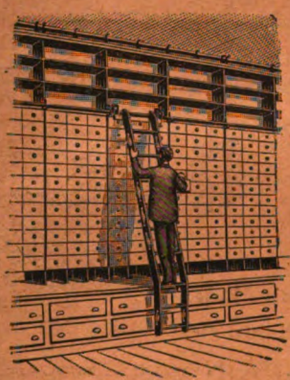
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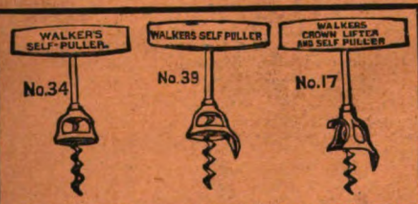
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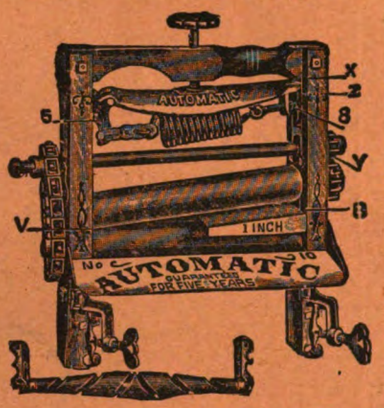
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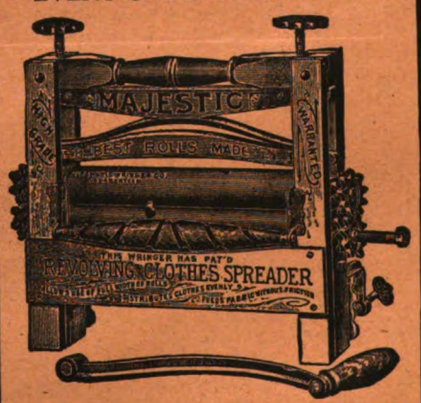
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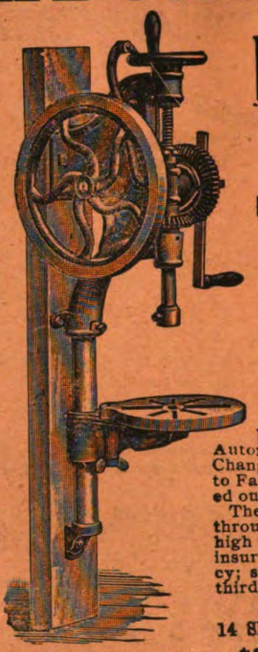
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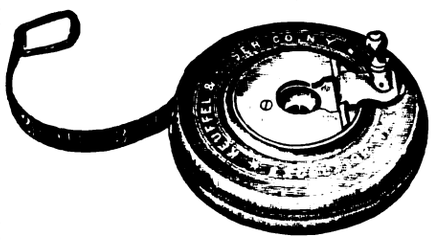
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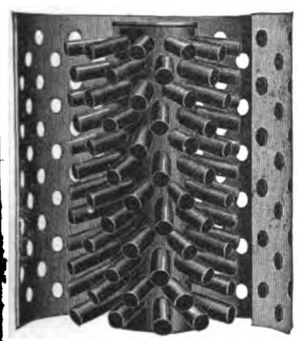
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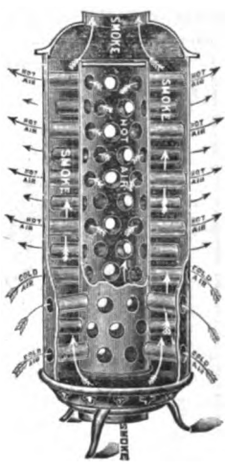
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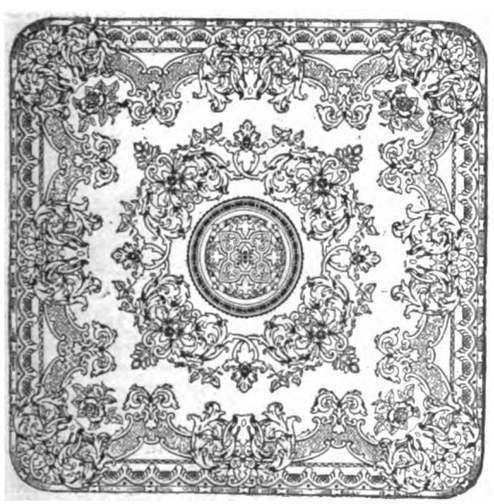


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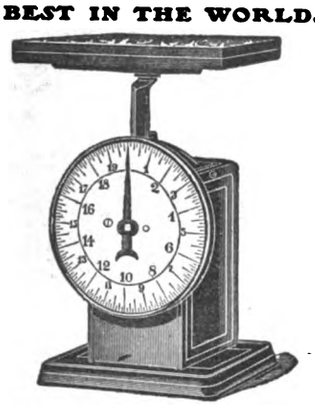
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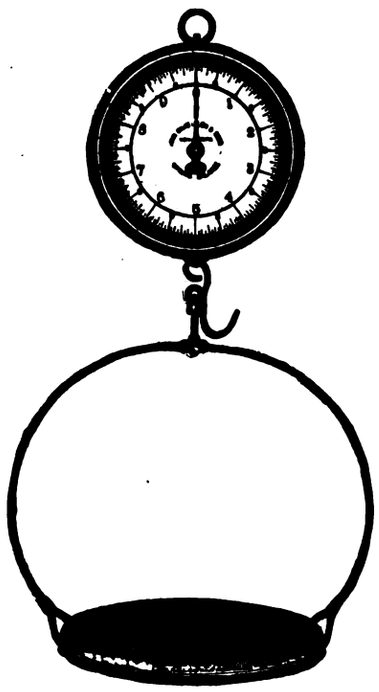
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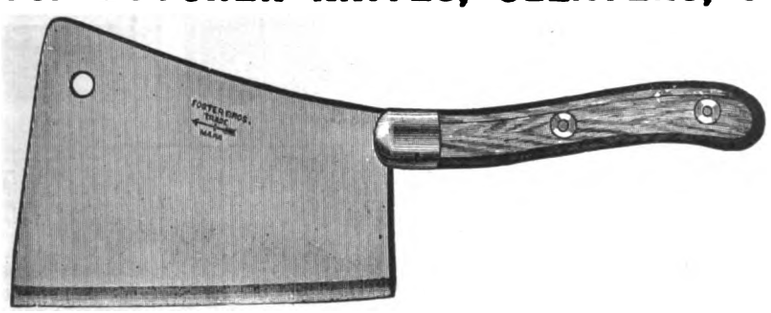


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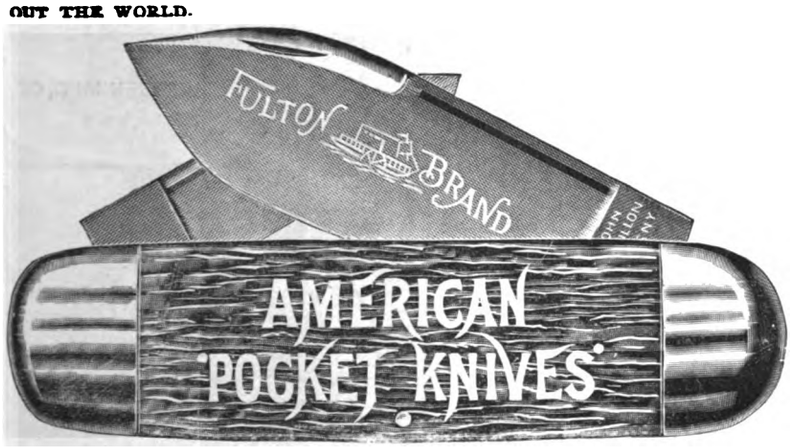


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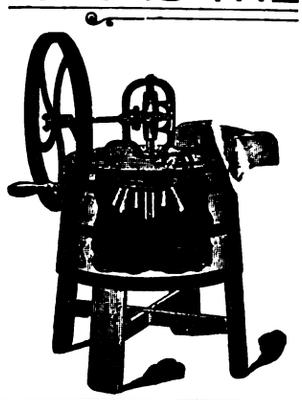
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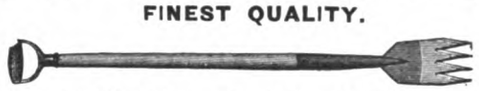


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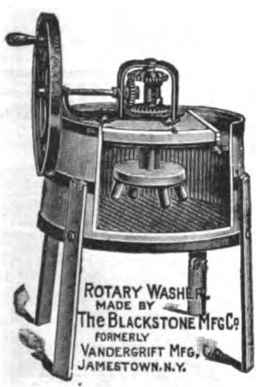




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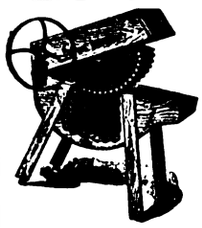


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"BOSS" WASHING MACHINES

MADE IN ELEVEN DIFFERENT STYLES AS ILLUSTRATIONS SHOW



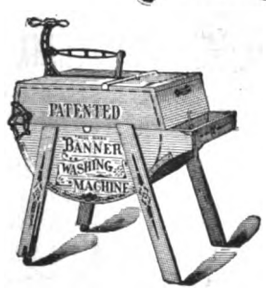
INCLUDING all machines that are in demand and possess merit. Jobbers can save capital invested, also stock room by ordering assorted carloads from one factory, and dealers are also benefitted by being able to get assorted styles from their jobber. Machines are not genuine without our label.

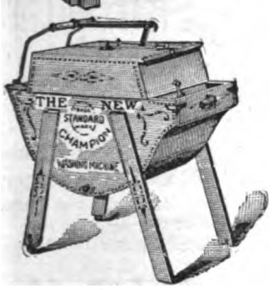


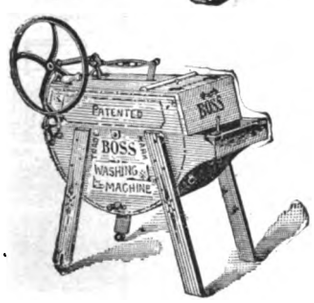
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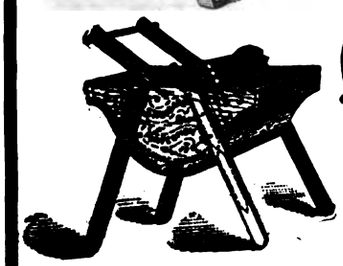


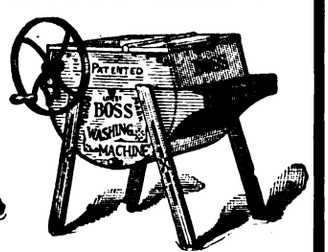


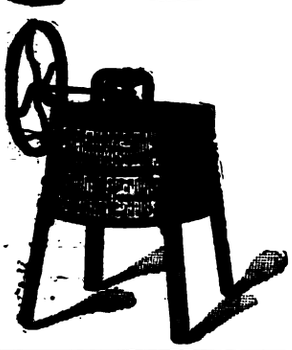














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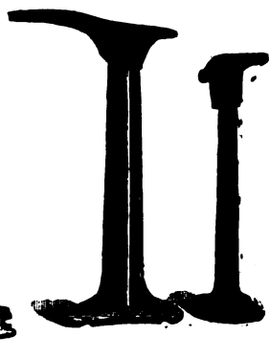


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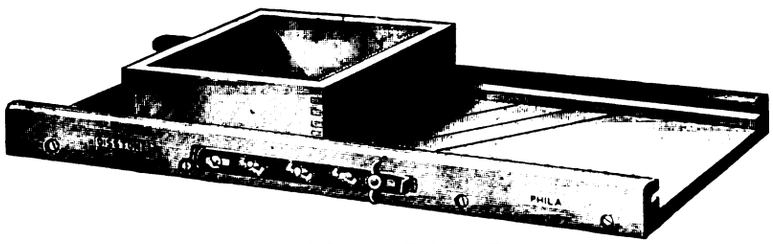
Eastern Branch & Export Dept., 25 Warren Street, N. Y. City.
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42 Rue Des Vinaigriers, Paris, France.
18-22 Pearl St., Toronto, Ontario.

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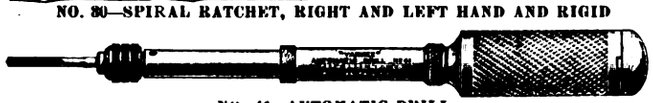
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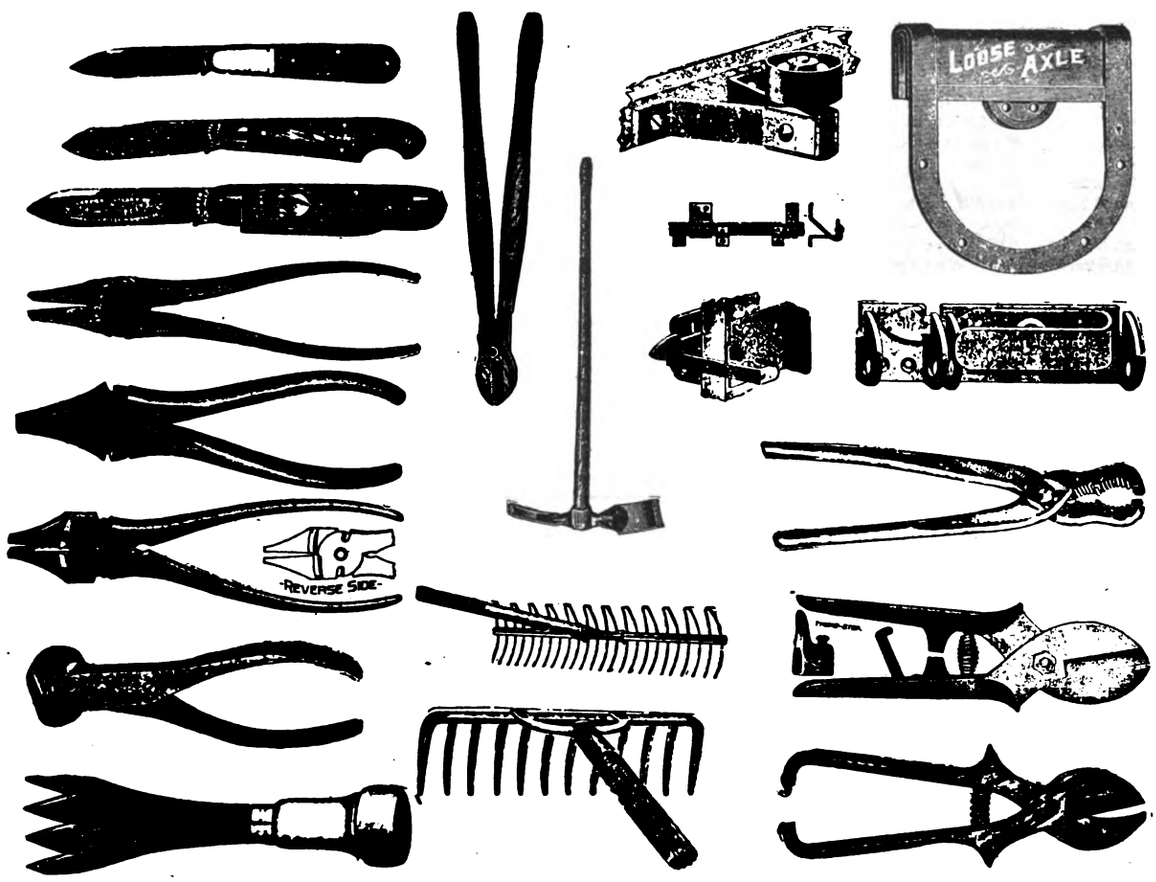
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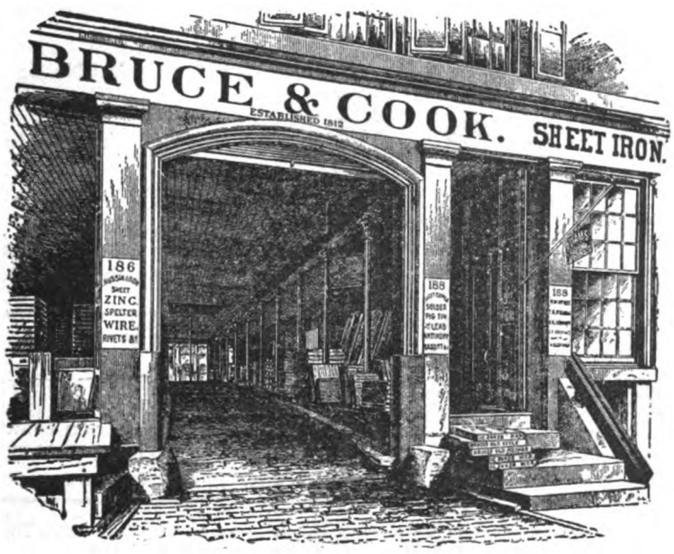
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BRUCE & COOK,

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186, 188 and 190 WATER STREET,
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Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Saces.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
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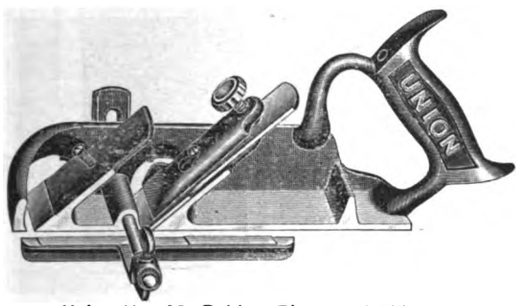
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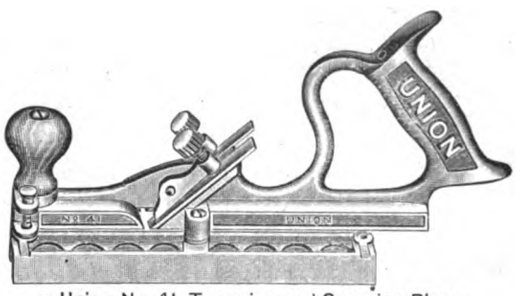
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UNION PLANES

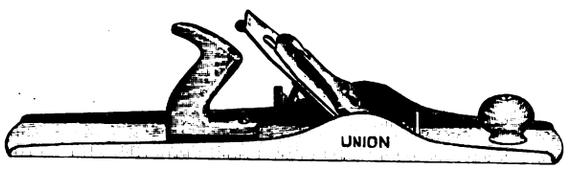
are SELLERS - - - The Trade Like Them



Union No. 43. Rabbet Plane and Filletster



Union No. 41, Tonguing and Grooving Plane



Union No. 8, Iron Jointer Plane. Has heavy cutter



Union No. 100
Toy Block Plane



Union Spoke Shave No. 117

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Warehouse, 103 Chambers St., New York

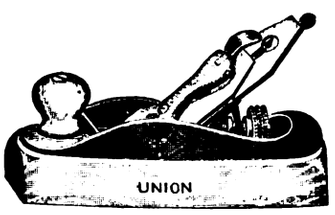
UNION MANUFACTURING CO.

NEW BRITAIN, CONN., U. S. A.

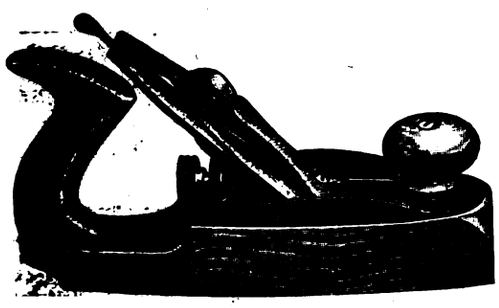
IRON AND WOOD BOTTOM PLANES, SCRAPERS AND SPOKE SHAVES



UNION NO. 101
Toy Block Plane



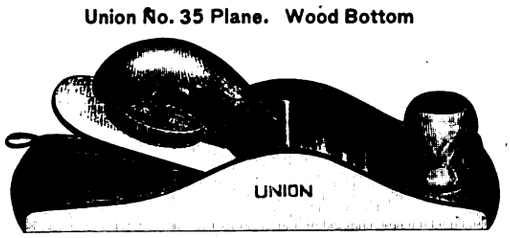
Union No. 21, Wood Bottom



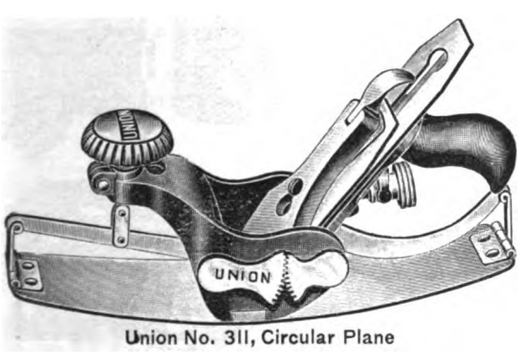
Union No. 35 Plane. Wood Bottom



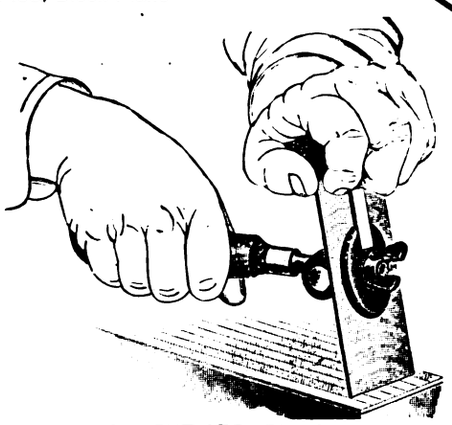
Union No. 103, Block Plane



Union No. 120, Block Plane. Adjustable



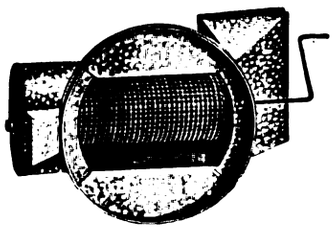
Union No. 311, Circular Plane



PATENT APPLIED FOR
Union Adjustable Scraper No. 90

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Dealers should get their orders in early. The stock on hand will soon be gone and we will not be able to keep up with the demand. Write for circulars and prices to

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That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



THE MYERS PUMPS, AND STAY-ON HAY TOOLS DOOR HANGERS

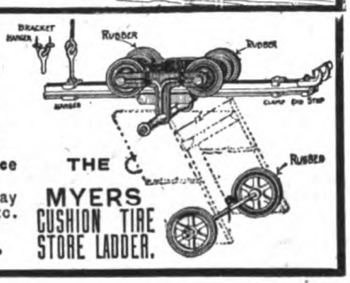
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Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

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Daily or Weekly Dial.

RANGE 20° BELOW TO 120° ABOVE.



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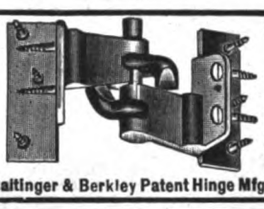
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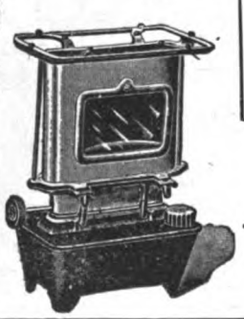
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BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

CLEVELAND, - O.



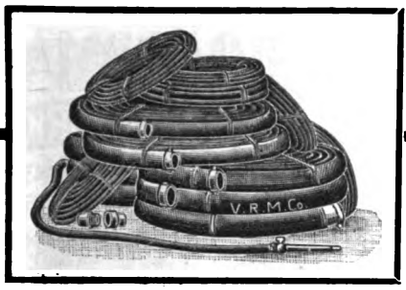








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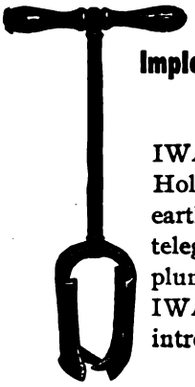
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For sale by Hardware and Implement Dealers and Jobbers Everywhere.

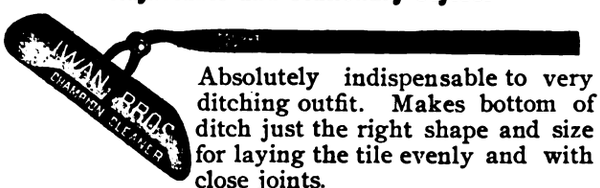


IWANS' Pat. Improved Post Hole Augers are the best on earth for fence, telephone, and telegraph post holes, wells, plumbing, earth testing, etc. IWANS' sell best wherever introduced.

IWANS' Concavo Drain Cleaners,

For Finishing Tile Ditches. Sizes 3 to 8 inch.

Adjustable and Stationary Styles.



Absolutely indispensable to very ditching outfit. Makes bottom of ditch just the right shape and size for laying the tile evenly and with close joints.

Ask your jobber or us for prices on our complete line of Post Hole Augers and Diggers, Drain Cleaners, Hay Knives, Chimney Tops, and Conductor pipe Hangers.

Mfd. Exclusively By IWAN BROTHERS,

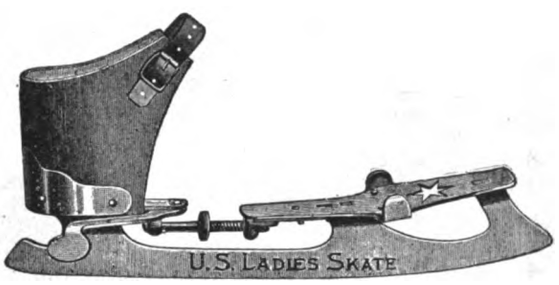
STREATOR, ILLINOIS, U. S. A.

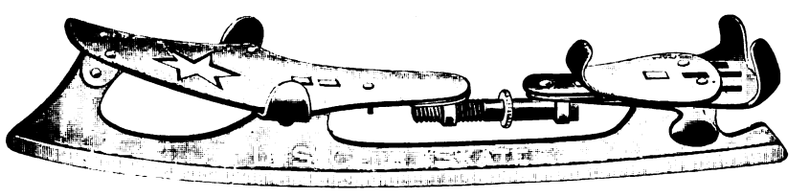
U. S. SKATES

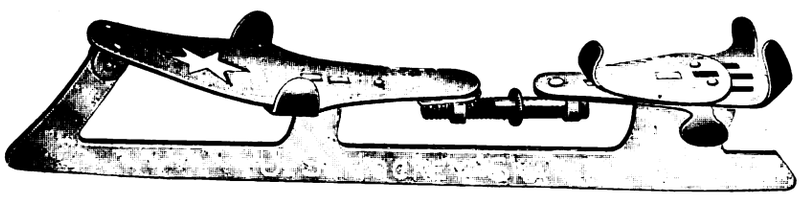
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MANUFACTURED BY **P. LOWENTRAUT MFG. CO.**









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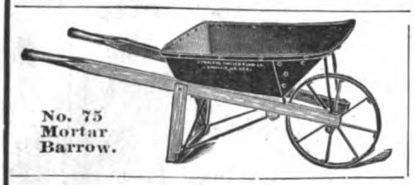
SELLING AGENTS

JOHN H. GRAHAM & CO.

113 Chambers St., 95 Reade St., NEW YORK
118 Holborn - - - LONDON, E. C.
Vestergade 28 - - COPENHAGEN, K.

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SYRACUSE CHILLED PLOW CO., SYRACUSE, N. Y., U. S. A.



No. 75 Mortar Barrow.

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS, CONTRACTORS' PLOWS, DRAG AND WHEEL SCRAPERS, HAND CARTS, STORE AND WAREHOUSE TRUCKS, STEEL SKIPS.



BEFORE PLACING YOUR ORDER SEND FOR No. 11 CATALOGUE AND PRICES.

TAYLOR'S QUICK-ADJUSTING SELF-LOCKING SCREW CLAMPS

No. 22 will take a safe strain of 4,500 pounds

Best Refined Malleable Iron Castings with High Grade Steel Bar



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BOARDMAN'S SPOONS, FORKS ETC.

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

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LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.



WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

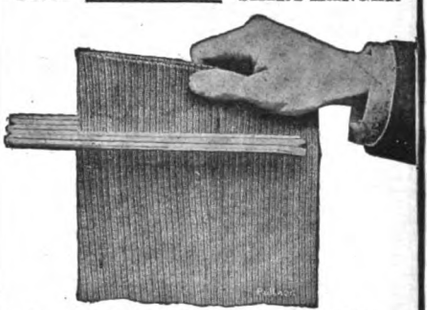
Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

Large 10 oz. Can

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

ENTERPRISE
Meat and Food Choppers
TINNED

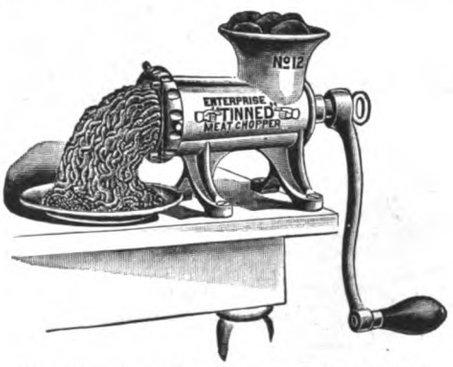
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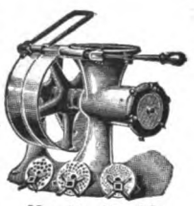
No. 2 $1.50
No. 4 2.00
No. 6 3.00



No. 5 $2.00
No. 10 3.00
No. 20 6.00



No. 12 chops 3 pounds per minute $2.75
No. 022 chops 4 pounds per minute $4.50
No. 032 chops 5 pounds per minute $6.00



No. 41 $55 00



No. 66 $250.00

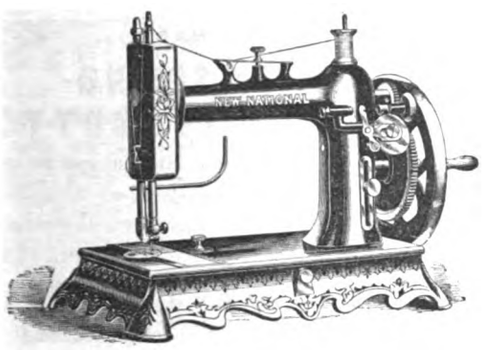
ORDER FROM YOUR JOBBER *ILLUSTRATED CATALOGUE FREE*

The Enterprise Manufacturing Company of Pa.

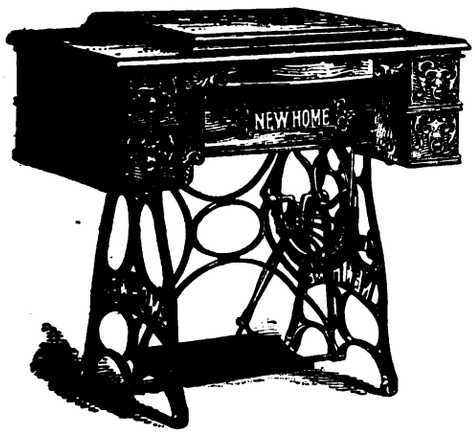
N. Y. Branch, 10 Warren Street **Philadelphia, U. S. A.** San Francisco Branch, 105 Front Street

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Supplied with Wooden Base and Cover when desired



for family use and manufacturing purposes are

THE MOST PROFITABLE TO BUY

AND

THE MOST ADVANTAGEOUS TO SELL

BECAUSE

they possess those sterling qualities which induce every purchaser to recommend them to others

ESTABLISHED IN 1867

730 foreign and 2756 domestic agencies

WRITE FOR CATALOGUE. Please mention "Hardware"

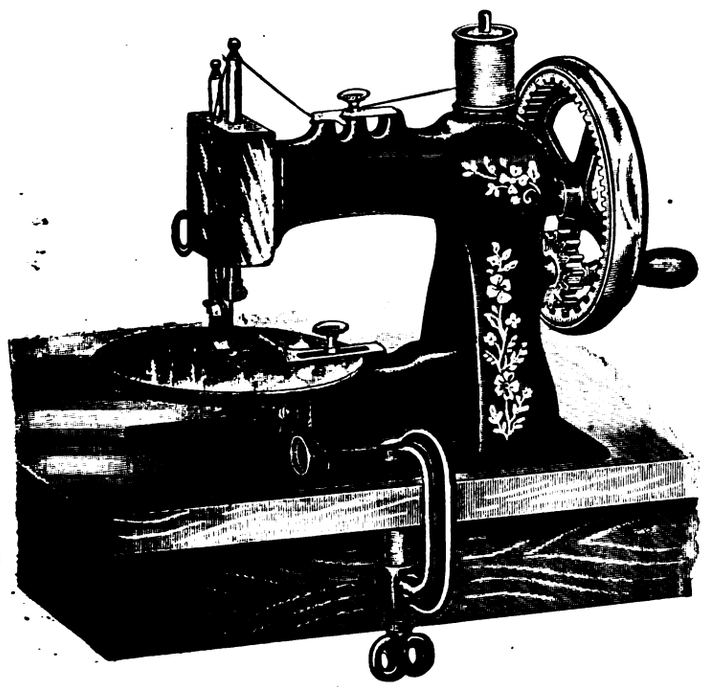
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NEW YORK, U. S. A.

The "Stitchwell"

TOY SEWING MACHINE



LIST $4.00

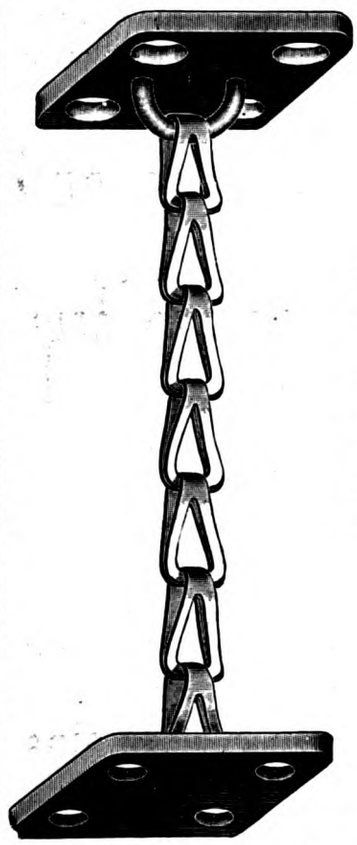


A Great Winner for the Holidays

WRITE US

NATIONAL SEWING MACHINE CO., Bolvidoro, Ill.

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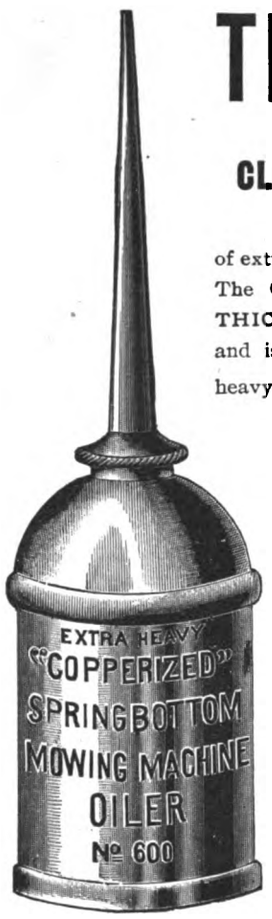
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BELT PUNCHES.
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SASH FIXTURES.
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CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedeh" Steel, Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideasin practical tool making. Skilled mechanics prefer Starrett tools; live dealers sell them.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS
1904

The L. & I. J. White Co., Buffalo, N. Y., manufacturers of Machine Knives and Edge Tools that have a world-wide reputation, have recently erected extensive additions to their plant which, it is conceded, will double its productive capacity. They are, in their new equipment, adding entirely up-to-date appliances and discarding mechanical devices that cannot be relied upon to meet the demands of their rapidly increasing output.

✤

J. R. Keim, Buffalo, N. Y., is now the owner of all the machinery, dies and tools formerly the property of the Shelby Steel Tube Co., for the making of forksides, upper rear stays, lower rear forks, ladies' bent tubes, handle-bar tops, fork stems, etc., and is in pisition to manufacture these for the trade at large at prices in harmony with the reduced quotations now being quoted on seamless tubing.

✤

The Chantrell Tool Company, Reading, Pa., have recently completed their new factory buildings, and installed the necessary equipment of machinery which triples their productive capacity. It will undoubtedly enable them to ship promptly all orders for builders and general Hardware with which they may be favored. The new plant will give employment to 250 additional employees.

✤

The Pittsburgh Steel Co., Pittsburgh, Pa., in a recent circular forwarded to their patrons, call attention to the following: "Owing to the heavy shipments of coal and other commodities destined to the Northwest, and the enormous tonnage which must pass through the lake ports before close of navigation, the various transportation lines are anticipating a shortage of cars. Notwithstanding the fact that they are pressing all of their available rolling stock into service, the situation is becoming more acute every day. The object of this letter is to inform our patrons of the true condition of affairs, and we think it advisable for them to get their specifications for Nails, Wire and Steel Hoops and Bands in promptly and keep their stocks well lined up, thereby precluding any possibility of our not being able to execute their orders with prompt dispatch."

CANADIAN WHOLESALE HARDWARE ASSOCIATION.

The Canadian Wholesale Hardware Association met at Toronto on Sept. 22 and 23, last. The election, which took place on the second day, resulted as follows:

President—F. O. Lewis, of Lewis Bros. & Co., Montreal.

Vice President—John Bowman, of the J. Bowman Hardware Co., London.

Secretary-Treasurer—James Hardy, of Jenkins & Hardy, Toronto.

Executive Committee—Thomas Birkett, Jr., T. Birkett & Son Co., Ottawa; Alfred Jeannotte,of L. H. Herbert, Montreal; W. Shaw, The Chinic Hardware Co., Quebec; C. A. Whitwam, The Hobbs Hardware Co., London; A. E. Macpherson, A. Macpherson & Son, Montreal; Past President W. Vallance, Wood, Vallance & Co., Hamilton; Past President T. H. Newman, Caverhill, Learmont & Co., Montreal; Past President W. Stark, Stark Hardware Co., Montreal; Past President T. B. Lee, Rice Lewis & Son, Limited, Toronto, and Secretary-Teeasurer Hardy.

THE HUNT & DORMAN MFG. CO.

The Hunt & Dorman Manufacturing Company, of Cleveland, Ohio, were recently incorporated for the purpose of continuing the business formerly conducted by Messrs. James T. Hunt and Edwin H. Dorman, who were for a number of years associated with the H. B. Hunt Stamping Co. They have a large and well equipped shop and thoroughly skilled workmen, who have gained a well earned reputation for first class ability in the manufacture of dies of all kinds, blanking, forming, combination and double action. Their die makers have had in the neighborhood of twenty-five years experience in the business, and take pride in producing nothing but what will stand the severest test. It can be demonstrated by the large number of satisfied customers that they know how to make dies. This company has few competitors for the high class of work for which they are noted.

They also have a metal stamping department and engage in sheet metal work of all kinds. While they do not put any one article on the market, they manufacture anything in the sheet metal line, the larger part of their business consisting in manufacturing such articles to order. Anyone desiring quotations on any contemplated work, either dies or the various kinds of stampings, will do well to correspond with them as their prices are regarded as reasonable and the quality of the work guaranteed.

NINE MONTHS' FAILURES.

Fewer in Number but Larger in Liabilities Than in Corresponding Time in 1902.

Commercial insolvencies in the United States during the nine months this year, according to reports to R. G. Dun & Co., were 8,176 in number, with assets of $53,109,285 and liabilities of $101,655,855. As to number, there appears a most encouraging decrease of exactly 500, as compared with the corresponding months last year, when the aggregate was 8,676, but liabilities this year have been very much heavier than the $85,407,490 reported a year ago. In manufacturing lines there were 2,005 defaults, involving $43,683,702, against 2,055 last year for $33,764,818.

Trading failures numbered 5,761 and the defaulted indebtedness was $40,276,821, as compared with 6,147 failures in the corresponding nine months of 1902, when the sum involved was $40,726,020. Other commercial defaults, not properly included in the two chief divisions, such as brokers, agents, laundry, livery, etc., were 410 in number and $17,698,332, against 474 a year ago, when the amount involved was $10,915,752. Banks and other similar fiduciary institutions suspended to the number of 66, with $8,721,611 of liabilities, whereas there were 47 last year, involving $28,027,198.

Failure returns for the third quarter do not make as favorable comparison with last year's figures as appeared for the first half of the year; 2,548 defaults slightly outnumbering the 2,511 that occurred a year ago, and liabilities of $34,858,595 far exceed the $25,032,634 in the corresponding three months of 1902, the increase being provided solely by the manufacturing division, where liabilities of $17,548,558 compare with $8,824,798 a year ago. As shown in the monthly statements, this rise of almost 100 per cent. was chiefly due to a few suspensions of great size.

CENTURY CASH REGISTER.

The following letter is selfexplanatory:

Danville, Ill., Aug. 5, 1903.

CENTURY CASH REGISTER CO., LTD., Detroit, Mich.

Gentlemen: We now have in use six of your Cash Registers in our various stores and are so much pleased with them that we take this occasion to write you about it. We considered at first buying high priced Cash Registers, but upon making a close examination of your machine we were so much impressed with its merit that we thought it folly to pay an extra price and get no better service. We shall doubtless need several more Cash Registers and assure you that we will use your brand. Wishing you every success, we

Yours very truly,

Pearson-Linn Company.

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HARDWARE

VOL. XXVIII. OCTOBER 10, 1903. NO. 1

Hardware is a Review of the American Hardware Market, specially devoted to the Retail Trade.

Hardware is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The apprehensions regarding the anticipated harvesting of our wonderful agricultural wealth have in almost every instance been found groundless as to unfavorable results. The indications are that the sanguine estimates of the planting season will almost reach fruition and the farming communities will revel in hopes of wealth almost beyond the dreams of avarice.

The reports in many instances show the sales of September were ahead of the banner year of 1902, and with every likelihood of the season showing record breaking results in many trade centres, October already continuing the stride that made the figures of September so satisfactory as to volume.

The labor disturbances which have been so prevalent in some of the larger cities, especially New York, have undoubtedly handicapped the progress of a number of large enterprises that to all previous appearances had been successfully promoted. This, while placing in jeopardy many contemplated improvements not yet beyond the "plans and specification" stage, will scarcely be felt in all their force until the programme for next year's employment shall be formulated. Unless some decisive action takes place in the concentration of industrial independence from strike conditions, hesitating capital will be diverted to other uses and a check be given to the future development of our Metropolitan greatness, that it will take a long time from which to recover.

The depressing condition of the Wall Street barometer has had only a local influence, as far as the Hardware trade shows any effect from losses suffered only by the stock gamblers themselves; the general belief being prevalent that the lambs among those who take an occasional flyer, got out of the game at the earliest stage of the proceeding, leaving the big fellows to fight it out among themselves.

Fortunately it is no longer fashionable for business houses to dabble in widely fluctuating securities and enjoy the possible profits, consequently greater attention can be given to the details of a business that has been more widely expanded in the diversity of its requirements, during the last five years, than in the previous decade. Business affairs are gradually compelling such closer attention in every department, that the conditions of the stock market no longer create a ripple of astonishment.

Manufacturers of builders Hardware are still busy with the completion of Spring orders, yet unfilled, but which may be relied upon to keep the factories moderately active for some time Labor conditions undoubtedly have had a due influence on the additional orders required to average up a general stock for the present season. Conservative estimates of positive wants, with but little speculation on possibilties, form the actual basis of current requisitions, in addition to goods still due on back orders.

FOREIGN TRADE IN IRON AND STEEL.

The anticipated change in the movements of iron and steel in the foreign trade of the United States did not make itself as apparent in the August record as was expected by students of this subject. The figures of the August imports and exports of iron and steel just presented by the Department of Commerce and Labor, through its Bureau of Statistics, show that the imports of iron and steel in August, 1903, were $3,440,100 in value, against $3,529,676 in the preceding month—July—and against $4,123,314 in August of last year. Thus the falling off of imports of iron and steel in August, compared with the preceding month, amounted to less than 100 thousand dollars, and compared with August of last year amounted to $683,214. Practically all of the reduction occurs in ingots, blooms, slabs, billets, and bars of steel, and tin plates. The quantity of ingots, blooms, slabs, billets and bars of steel, and steel in forms not otherwise specified, imported in the month of August, 1903, was 45,650,655 pounds, against 74,076,956 pounds in July, 1903, and 87,420,104 pounds in August, 1902. In tin plate the importation of August, 1903, was 6,977,012 pounds, against 11,598,703 pounds in July, 1903, and 6,287,106 pounds in August, 1902. While the reduction in these two items shown in pounds seems large, the actual reduction, as already shown, is less than 100 thousand dollars, as compared with the preceding month of the present year, while for the eight months ending with August the total value was $32,289,525, against $23,456,760 in the corresponding eight months of last year, and $12,210,382 in the corresponding eight months of the preceding year, 1901.

The following table shows the total value of iron and steel imports in the eight months ending with August:

Value of iron and steel, and manufactures thereof (exclusive of iron ore), imported into the United States.

Eight Months Ending August—	Value.
1898	$8,759,226
1899	9,388,862
1900	14,722,696
1901	12,210,382
1902	23,456,760
1903	32,289,525

On the export side the figures of iron and steel for the month of August show little change compared with the preceding month, or corresponding months of the preceding year. The total exports of iron and steel for the month are $8,363,443, against $8,641,525 in August of last year, while the total exports of iron and steel during the eight months ending with August, 1903, are $65,466,934 in value, against $65,904,829 in the corresponding months of last year.

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NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS.

In a confidential circular recently issued to the members of the New York State Association of Retail Hardware Dealers by their secretary, John R. Taylor, of Little Falls, N. Y., a number of reasons are put forward why the dealers of the State should all be found working together with fidelity and zest in the correction of many abuses which make department stores and catalogue houses assume unnecessary prominence in a growing closeness of competition.

Reference is also made to the necessity for watching carefully the action of Congress when the Parcels Post Bill comes up at its next session. The letter points out how essential it is for the well-being of the small Hardware dealer, that influence should be individually and collectively exerted to see this bill fail in becoming a law. It is greatly to the advantage of the retail dealers in this State that efforts should be made under the auspices of this important association to band together in a strong body, worthy of the Empire State, to protect their united interests. When compared with the good that can be accomplished by concerted action, the cost of joining the association is a mere bagatelle.

J. D. WARREN MFG. COMPANY.

J. D. Warren Mfg. Co., Chicago, Ill., whose business career has been established by giving much attention to the arrangement of Hardware stores, are placing upon the market a large variety of appliances in the line of Shelving, Cabinets, Cases, etc., for the different classes of goods required by the up-to-date Hardware establishments, are now offering to send to the Hardware merchant definite information in regard to the accommodation of his stock and the arrangement of his store. This information is accompanied with drawings and colored illustrations, and will be sent free of charge to any merchant who desires it, and who will inform the company of the number of feet of wall space required for shelving, at the same time indicating the leading line of goods carried, extent of stock, etc. It is important also that it should be stated which side of the store, viewed on entering, is the preferred side for each class of goods.

DEATH OF GEORGE WILKINSON STORM.

George Wilkinson Storm, of the Storm Mfg. Company, Newark, N. J., died on the 27th ult., at his home in East Orange. Mr. Storm was born in Poughkeepsie, N. Y., in 1856. He attended St. Mark's School, in Southboro, Mass., and was a member of the 1879 class of Harvard University. Mr. Storm was treasurer of the Edward Storm Spring Company until March, 1890, when he founded the Storm Mfg. Company, of which he was sole proprietor. The plant was moved from Poughkeepsie to Newark in May, 1890. In April, 1902, the company were incorporated, and Mr. Storm was elected president. Mr. Storm was a member of the Newark Board of Trade, and a vestryman of Christ Church, East Orange. He is survived by a widow and two daughters. The funeral services were held on the 29th ult., and the interment was at Poughkeepsie on the following day.

DEATH OF LOURDE J. S. GREENE.

Lourde J. S. Greene, who for the past two years has been sales manager for the Red Jacket Manufacturing Co., of Davenport, Ia., died on September 28th at his home on Thirteenth Street. Mr. Greene was born in Genesio, Ill., on July 15th, 1873 where he lived for seven or eight years when the family removed to Strling, at which place he attended school until he was sixteen years of age, when he started his business career. In 1899 he became the road representative of the Red Jacket Mfg. Co. In this capacity he traveled all over the United States, and after two years, having acquired a thorough knowledge of the company's business, entered its office as sales manager. In this position he had the supervision of the entire traveling force, the advertising, etc. He was very active in promoting the interests of the company, and won and held the good will of all its customers and of all the traveling men over whom he was placed.

NEW YORK STATE HARDWARE JOBBERS' ASSOCIATION.

The annual meeting of the New York State Association of Hardware Jobbers was held at the Rochester Club, Rochester, N. Y., the 18th ult. The following officers were elected: President, Griff D. Palmer, Rochester; vice-president, Henry W. Millar, Utica; secretary-treasurer, Joseph Born, Syracuse. Directors: Hobart Weed, Buffalo; Irving D. Booth, Elmira.

After the business meeting the members present were entertained by their Rochester friends at the Rochester Club.

COMPULSORY EDUCATION.

The action taken by the Associated Shovel Makers at their recent meeting by which jobbers who buy special lines from outside manufacturers are discriminated against by withholding of rebates under certain contingencies, has called forth from one of the progressive outsiders the expression of his views as given in the letter which follows. It does seem a little as though the jobbing trade were asked to assist in the interest of the shovel makers' combine, in stifling elements of competition that were formerly considered by active buyers to be the life of the trade.

CANTON, OHIO, Sept. 29, 1903.

Editor HARDWARE:

DEAR SIR:—Much has been said in the papers about the inconsistency and arbitrary actions of labor leaders and consequent lawlessness of their followers. No one can truly say that everything that has been said is not only too true. But ought not the intelligent business people set them better examples? What can be expected of a lot of uneducated men, who have nothing to lose and everything to gain by an upheaval of our social system and overthrow of our Government, when combines of educated gentlemen of supposed honorable and fair-minded disposition set such examples, as for instance, the Shovel Trust? No worse intimidation or forced boycott is practiced than by this coterie of business men. To force out competition, the wholesalers, known as Hardware jobbers, are compelled to buy only from this Trust, or forfeit all of their rebates that accumulate during a period of 3 or 6 months—as the case may be. These rebates are paid for quantities and depend upon all shovels purchased during a stated period being bought only of members of the Trust. If a single dozen is bought from an outside manufacturer (that is, one not a member of the Trust) such jobber forfeits all his rebates. This leaves the independent manufacturer no alternative than to sell his output to the dealer direct, ignoring the jobber who is tied up to the Combine, entirely. The outside or independent manufacturer has no other alternative, as this clique refuse to recognize any but the original members. Does it not behoove the dealers of the entire country to take a hand in this game of freeze-out and to refuse to buy Trust-made goods? This exclusive Combine must be fought with its own weapons, or the dealer will also soon be dictated to as to what he dare or dare not buy. I repeat, what can be expected of labor leaders, when such examples are set them? True, the Trust does not come at the jobber with a shot-gun and dynamite as labor agitators do, but they attack the jobber's pocket book, and what is life without the wherewithal to live? One method is nearly as bad as the other, as is illustrated by the story of a sailor, who, while on a journey to London was attacked by a foot-pad. When met with the demand, "Hand over your money or I'll blow your brains out," he answered, "Blow away, you land-lubber, I would rather go to London without brains than without money." Let the dealers take the stand indicated and they will soon break this vile conspiracy.

F. E. KOHLER.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any lega question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

PROMISSORY NOTE—INTERNAL REVENUE TAX.

QUESTION: Kindly inform me whether a promissory note requires any revenue stamp, and if so, what amount is required.

REPLY: Under the Internal Revenue law of 1898 a revenue stamp is required on promissory notes. The rate prescribed by law is two cents for every $100 or fractional part thereof, but this law has since been repealed and at the pres-

UNREGISTERED PHYSICIAN NOT ENTITLED TO FEE.

QUESTION: A friend of mine has requested me to ask the following question, and to have the same answered through the columns of your paper:

My friend desires to know whether a physician who has failed to register his license, allowing him to practise medicine, is entitled to a fee for any medical services that he may render.

REPLY: There have been one or two decisions of the courts of this State upon the question which is submitted to us. The latest of these decisions we find in the case of Accetta against Zupa, reported in 54 Appellate Division 33. In this case a physician who had obtained a diploma from a university in Naples, and who had obtained a Regent's certificate in this State, authorizing him to carry on the practice of medicine, rendered certain services which he valued at $100 to a patient. He brought suit to recover the same against the patient, who declined to pay the amount, upon the ground that he had failed to register his certificate in the County Clerk's office, as required by the Public Health law. The Municipal Court of the City of New York, in Brooklyn, held that this fact made no difference, and that the physician was entitled to his fee. Upon appeal, however, the Appellate Division, adopting the opinion of the former General Term in the City of New York, held that "it is a settled principle that one cannot recover compensation for doing an act, to do which is forbidden by law, and is a misdemeanor and would compel the payment of the contract price for doing what the law forbid." We are of the opinion that this case is properly decided under the laws of this State, and if a physician has failed to comply with the requirements as to registration in the county where he practices, he would not be entitled to recover any fee for services rendered.

EFFECT OF VIOLATION OF CLAUSE IN INSURANCE POLICY

QUESTION: I had an insurance policy on my house and barn for the amount of $2,000. There is a clause in the policy of insurance which provides that the policy shall be void if mechanics or workmen are employed on the premises for more than fifteen days at one time. I was not aware of this clause being in the policy until it was called to my attention by the insurance agent after a fire had occurred, totally destroying my house and barn. I had been having certain alterations made in the house and the repairs had consumed about twenty days. I should like to be informed whether, in your opinion, the mere fact that I had employed workmen for about twenty days without notifying the insurance company and obtaining their consent, is any reason why I should not be entitled to collect my insurance.

REPLY: The clause which you mention is one that is usually inserted in fire insurance policies. We are of the opinion that the courts of this State would regard this clause as a condition of the policy, which, if violated, would render the policy void. The Court of Appeals of this State recently took this view of a similar clause in an insurance policy, in a case recorded in 57 N. E. R. 475. In this case painters and carpenters had been employed by the insured for slightly over fifteen days making a few alterations upon the insured premises. The consent, in writing, of the company was not obtained, and, after a fire had occurred, the insurance company refused to pay the loss, upon the ground that this condition in the policy had been violated. The insured brought suit against the company and his suit was dismissed by the trial court, and the action of the trial court in so doing was upheld by the Court of Appeals.

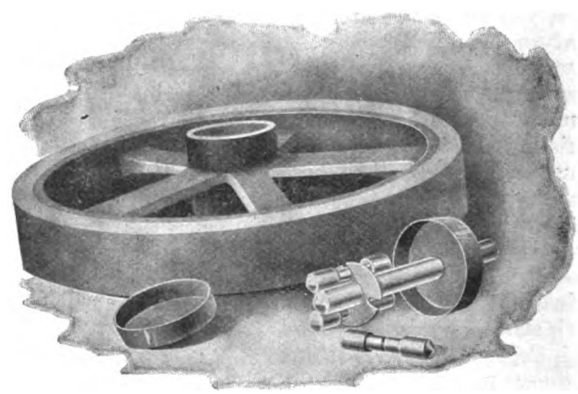
PARTNERSHIP—RIGHTS OF PARTNERS.

QUESTION: I have had some difficulty with my partner and believe he has misappropriated some of the firm money. I have asked him to tell me what has become of certain money which I know he collected, but he has refused to give me any satisfaction whatever. Kinkly advise me as to my rights. Could I have my partner arrested?

REPLY: A partner is entitled to have from his copartner an accounting of all the firm's money and property. If you have demanded this and cannot obtain it amicably, we would advise your placing the matter in the hands of an attorney for the purpose of beginning an action against your partner for an accounting. As to the order of arrest for the cause you mention, we are inclined to think that one partner cannot obtain this remedy against the other.

THE SAME IDEA BUT IMPROVED UPON.

We illustrate in this article the latest improvement made in the justly celebrated Roller Bearing, manufactured by the National Sweeper Company, Marion, Ind., and used in National Carpet Sweepers. Three rollers are used as in the past, but they are of smaller diameter, and are cut away in the centers, thus reducing the bearing surface over one-half,



NATIONAL SWEEPER CO.'S ROLLER BEARING.

and giving practically a ball bearing effect with a roller bearing. The ends are turned conical in shape, which reduces the friction considerably over the old bearing, which was more flat on the end. With this bearing, should the rollers work up to the cap, on either end, the only friction possible is on the extreme point, which is about the size of a needle head. This latest improved Roller Bearing is now being put out on all National Roller Bearing Sweepers.

HITTING THE BULL'S EYE.

Secretary A. S. Jones, of the National Rifle Association, announces that Dr. W. G. Hudson won the Laflin & Rand aggregate A special prize, which goes to the competitor making the highest aggregate total of their best scores in each of the following matches: "All Comers," "Hayes," "Gen. E. P. Meany," and "Trophy Match," of the New Jersey State Rifle Association; and "Members' Match," of the National Rifle Association. Dr. Hudson made the total of 263 out of a possible 270 in these matches. He shot Peters 30 caliber Government Smokeless ammunition, which is loaded with the new bullet worked out by the expert riflemen at Sea Girt.

✤

At the Union City, Ind., tournament on Sept. 7th, there was a large gathering of expert trap shooters. Dr. O. F. Britton, of Indianapolis, Ind., won high average. He used Peters Ideal Shells. For the first 100 his charge was 38 grains DuPont Powder, and for the second 100 3 drams of King's Smokeless.

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THE ROCKY MOUNTAIN TRADE.

(From our Traveling Correspondent.)

The actual building of two new railways through the Middle Rocky Mountain country, is opening and will open more new country. These two railways when connected at Salt Lake City will cut off about a day's time between Denver and Southern California.

In referring to the demand for general Hardware one of the leading merchants of Salt Lake City said: "You cannot call this a good Hardware country—there is of course a growing demand for builders' Hardware—but for many years the country trade has been almost exclusively, in a very cheap class of shelf Hardware. Of course, there has been and still is a big demand for stoves, tin and enameled ware, which trade is probably larger than that in Hardware."

It is true then that most of the Hardware dealers in this territory are extensive handlers of stoves.

In Ogden there has been no small amount of new building during the past year, and fine brick structures are gradually taking the place of the older wooden buildings. A new brick store and warehouse will be built this winter by Wheelwright Bros., who are large dealers in stoves and kitchen Hardware. In answer to the question "how is trade," Mr. Wheelwright said: "We are very busy, in fact never have been so busy, and our trade is constantly growing. We could do more business now if we could handle it, but are working up to our full capacity."

An up-to-date and attractive window display was recently being shown by the Boyle Hardware Co., of Ogden. It consisted of a large locomotive and tender, about six feet long, and made entirely from Hardware. The Boyle Hardware Company are strong believers in advertising and do not neglect their windows.

During the meeting of the National Irrigation Congress in Ogden, McKown, Richardson & Company had their windows so trimmed that much attention was drawn to this concern's store. It consisted of the figure of a man made entirely of Hardware and tin ware in the act of sharpening an axe on a large foot power grind-stone. Such window displays are good advertisements and prove to the passerby that there is energy and life in the store, behind the window.

Although not handling much in the Hardware line, Browning Bros. Co., of Ogden are very closely allied to the Hardware business, being large dealers in sporting goods, and manufacturing the Browning Patent Automatic Shot Gun. This gun is now being placed on the market in 12 gauge, and is a perfect working repeater, the entire action after loading, being done automatically by the recoil of the shell. There is little doubt but that this new gun will revolutionize the entire gun business of the world.

E. W. Madsen is general manager of the Utah Stove & Hardware Co., of Salt Lake City and when seen by your correspondent said that business was ahead of last year. Continuing Mr. Madsen said: "Twenty-five years ago this business was established as wholesale and retail dealers in stoves, and eight years later was consolidated with a Hardware business and now carry complete stock of both lines. In stoves our business runs very large, we handling about 25 cars a year." M. K. Sims has the reputation of being the best stove salesman in the State and has for some years looked after the outside trade for the Utah Stove & Hardware Co.

An exclusively wholesale house is Clark, Eldredge & Co., of Salt Lake City. Besides a general line of Hardware this concern carry an extensive stock of crockery and are large dealers in groceries—in fact, the firm being one of the old pioneer houses deal in almost everything but dry goods.

There was an air of business activity about the store of the Salt Lake Hardware Co. that plainly spoke of the prosperity of this concern. The rear end of this store was burned during the early summer, but is now nearly rebuilt. To meet the demand of a growing sporting goods business the Salt Lake Hardware Co. will soon occupy the adjoining store which will be used exclusively as a sporting goods department.

One of the most progressive Hardwaremen of Nevada, is E. Schmidt of Reno. In addition to Hardware and stoves a general line of farm and mining tools is carried. The development of gold mining in Nevada and the reclaiming of much arid lands by irrigation is bringing many new settlers into the State and a very marked improvement in the Hardware trade has followed.

The diversity of the line carried in a Hardware store is shown here in Leadville, Colo., in the stock of the Leadville Hardware Co. A very extensive line of stoves and ranges is carried, house and kitchen furnishings, farm and garden tools, guns and ammunition and a most up-to-date line of miners and mining supplies. An extensive business is carried on in this latter line the trade from the Leadville Hardware Co. extending into many parts of the State.

An attractive and well stocked store is that of Thompson Hardware Co., of Leadville. This concern carry a large line of guns and rifles and reported business in a satisfactory condition. There was some complaint in Leadville, however, because of the lack of building at the present time. This of course is due to the dullness in silver and lead mining, but as some new properties are now being developed, it would look as though the future in Leadville would bring as active business as there was a few years ago.

In all the Rocky Mountain country, there is a brisk business being done by the Hardware proper, with possibly the exception of Leadville, which lack of business is due entirely to a local condition.

One of the most attractive Hardware stores in the south central part of Colorado is that of the Merrell Hardware Co. of Pueblo. Although the Merrell Hardware Co. are exclusively in the retail trade, a large outlet is had, as two other stores are operated by this concern. Up in the mining camp of Cripple Creek, the principal Hardware store is that of the Merrell Hardware Co., and this store as well as the other branch at Victor, Colo., is in charge of M. D. Grave. Mr. Merrell said that in some lines business was exceptionally good. "In stoves for example," he continued, "our trade has been very large; in fact we have sold and delivered more already this fall, than we sold last season." The Merrell Hardware Co. were the first store during the strike in Cripple Creek, who refused to meet the demands of the strikers in not selling goods to those who opposed the striking miners. Many of the other merchants have since followed the course of the Merrell Hardware Co. and are of course being backed up by the mine owners.

A very original and clever sign in the shape of a large tea kettle, adorns the top of the building occupied by J. M. Killin & Co. This tea kettle is made from heavy galvanized iron, being about four feet across. "When you buy Hardware, go to the store under the sign of the big tea kettle" is a phrase well known to Pueblo people. Mr. Killin reported business good, and said that there was quite a large amount of new building going on in Pueblo and vicinity.

Another of Pueblo's prosperous concerns is the Holmes Hardware Co. A large window display of guns and rifles was a good advertisement for the Holmes Hardware Co., and because of the unusual number of guns displayed could not help but attract the eye of the sportsmen.

Quite an extensive Hardware business is done by the Colorado Supply Co., which concern is closely allied to the Colorado Fuel and Iron Co. The Hardware end of the business is looked after by Wm. H. Billington who is assistant general manager of the Supply Company.

The Pueblo Hardware Co. is one of the oldest concerns in the city and make a specialty of builders' Hardware. A line of sporting goods is also carried. This concern is now carrying a line of machinist supplies, and in fact all the Hardwaremen of Pueblo are working into this line as the demand is constantly increasing as the city is fast becoming one of the big manufacturing centres of this Rocky Mountain country. The Colorado Fuel & Iron Company's monthly pay roll now is nearly $400,000. With its great natural advantages, and splendid railroad connections, Pueblo is very likely to become the Pittsburg of the west.

One of the largest, wealthiest and most progressive Hardware concerns of the Rocky Mountain country is the George Tritch Hardware Co. of Denver, Colo. The salesmen of the George Tritch Co. are known in four States, the firm working the trade closely in Colorado, Wyoming and New Mexi-

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co. In addition to the concern's large jobbing trade a very good retail business is carried on, especially in sporting goods, which department is in a separate store adjoining the main building. In speaking of trade conditions Geo. Tritch the corporation's secretary said: "We have no fault to find with business as it is this fall—with us, our trade is constantly growing. In all lines the trade in this country is enlarging, due to the fast development of the country, and the Hardware men generally are having their full share of business due to the fact that merchants in this line are constantly enlarging the variety of stock carried."

The Dillon Hardware Co. occupy a large warehouse on 15th St. and are one of exclusively wholesale Hardware houses of Denver. The business was established in 1878 and incorporated in 1898 with John J. Dillon as president and treasurer, and F. W. Heckendorf, secretary. This concern makes a specialty of heavy Hardware, iron and steel, as well as blacksmith's and wagon maker's supplies. A very extensive line of iron and steel goods is carried by the Dillon Hardware Company.

The present owners of the Denver Stove & Hardware Co., are endeavoring to sell the business and good will. This concern has for some years enjoyed a large wholesale trade and the business has grown since George A. Bushnell, a few years ago, took up the management. Mr. Bushnell is considered one of the best posted Hardware men of the west.

A large double store is occupied by the George Mayer Hardware Co., and one of the most complete and best assorted Hardware stocks to be found in the State fills the store. In speaking of trade conditions Mr. Mayer said that there had been much new building in Denver during the spring and summer, and that the outlook was good for fall and winter trade. A splendid line of cutlery is carried by the Geo. Mayer Co. and very attractively arranged in a large plate glass case. This case is directly in front of the main entrance to the store and is so arranged that one entering the store cannot fail to see this line.

One of Denver's energetic Hardware concerns is Frank A. Ellis & Son. In addition to general Hardware a very complete stock of sporting goods is carried. In fishing tackle Ellis & Son do a large business both at retail and wholesale. As fly fishing is by far the most popular way of getting trout in Colorado, a large business is done in artificial trout flies. These goods have always been difficult to show, (because of the large variety of patterns and sizes of hooks), without taking up a very large amount of show case room. Mr. Ellis it is, who has devised a scheme which takes but little room and shows the flies in the best possible manner. An upright case was made being about 7 feet long, 3 feet high and only about 12 inches deep. Upright pigeon holes were filled into this case, which hold about a dozen cases upon which the trout flies are mounted. These pigeon holes range backward and upward one behind the other; and being low enough so that the flies protrude above. The glass front of the case slides upward, thus enabling a customer to pick out the flies desired. In the store of Ellis & Son this case was fitted into an unused place in front of the office, and makes a good addition to the store fixtures. The only complaint heard from any of the Denver trade was a falling off in the gun and ammunition business, being caused by the shortening of the open season. All things considered the Hardwaremen of the Inter-Mountain States are in a very prosperous condition.

Hammernail.

M. S. BENEDICT MFG. CO.

M. S. Benedict Mfg. Co., East Syracuse, N. Y., are sending to the trade an envelope size pamphlet describing and illustrating their new "Monterey Pattern" Quarter Century Silver Flat Ware. This pattern is something entirely new which has just been completed, the design having been patented by the Benedict Co. The booklet gives a very good idea as to the quality and beauty of this pattern, and the company guarantee it for 25 years, with ordinary family use. Also included in the contents of the pamphlet is a page devoted to "The Use and Care of Silverware" which contains some very useful information. The last page gives list prices of the different articles in Monterey Pattern.



"MONTEREY PATTERN" TEA SPOON.

WINNING GOLDEN OPINIONS.

The Adams-Baker Merc. Company.
General Merchandise.
Hiawatha, Kan., Sept. 25, 1903.

Century Cash Register Co.,
Detroit, Mich.

Gentlemen:—

We are in receipt of the 23d inst., and glad to know that the two additional registers have been shipped and that they will probably reach us before Oct. 1st.

The first register we bought of you has been very satisfactory, we having tested in every way we could think of, and have always found it to be accurate, and capable of doing the work that other machines costing several times as much could do.

Our telegraphic order of the 21st inst. for two additional machines for use in our store indicates more forcibly than words what we think of your register.

Yours truly,
The Adams-Baker Merc. Company.
By C. B. Baker, Secy. and Treas.

The Century Cash Register referred to by this active merchant is advertised elsewhere in our columns, to which the reader is referred for full information regarding its many advantages. It is considered by those using it to be "a mechanical bookkeeper" as it will register sales 365 days in the year for 25 years without resetting to zero, or can be reset to zero every day if desired, in a moment.

THE NEW GOVERNMENT CARTRIDGE.

The new 30-40 Government cartridge manufactured by the Peters Cartridge Co., was tested with much satisfaction at the Sea Girt Meeting. This cartridge is charged with what is known as the Hudson-Hayes Bullet, constructed on the suggestions offered by the expert riflemen at Sea Girt. Captain W. F. Whittemore during the meeting scored 16 out of 18 bulls eyes at 600 yards with this ammunition. It was used in a number of the contests. It won first place in the General E. P. Meany match, the Consolation match, and tied for first place in the New Jersey State Trophy match. The smokeless revolver ammunition also was successful. Thomas Anderson won the Military Record match, with the .38 S. & W. Peters smokeless cartridge. He also won the Pistol Championship match with Peters .22 long rifle cartridges. Both of the shuetzen matches were won with King's Semi-Smokeless powder.

A gentleman should always remember that he is not beyond criticism.

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NEW GOODS AND SPECIALTIES.

UNION RACER AND HOCKEY SKATES.

In the new illustrated catalogue of skates, recently issued by the Union Hardware Co., whose New York office is in charge of Tower & Lyon Company, 95 Chambers Street, there are a number of skates shown deserving especial attention from the dealers handling this seasonable product, they having been greatly improved and strengthened over last year. In Fig. 1 is shown the Swedoh racer, which has runners made



FIG. 1.—SWEDOH RACER SKATE.

of finely tempered tool steel, set longitudinally in a diamond shaped tube formed entirely of one piece of metal, having no brazed or soldered end in front, where the greatest stress comes. This skate is provided with a steel ball, consisting of two parts, one attached to each side, as required by the rinks for safety. This skate is intended to satisfy a demand for a light racing skate, which shall be strong and fast. The cups which support the foot plates are made to clasp the diamond tube, to which they are rigidly brazed. They can be

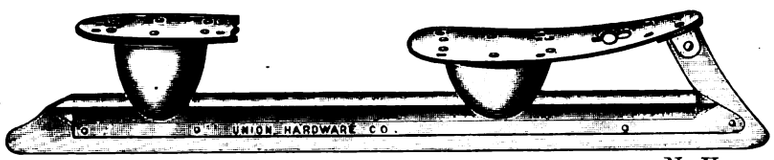


FIG. 2.—SWEDOH HOCKEY SKATE.

furnished with 14-inch runners, 10 and 10½ inches long; 16-inch runners, 10½ to 11½ inches long, by half inches, and 18-inch runners in sizes 11, 11½ and 12 inches, all the runners being 1-16-inch thick. The same principles apply to the Swedoh hockey skate shown in Fig. 2, except that the construction is heavier throughout for the severe work required of it, there being no front steel ball. The sizes are 10½ to

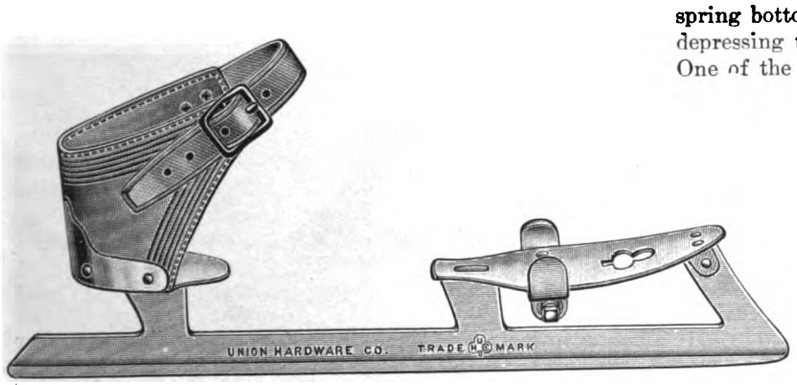


FIG. 3.—LADIES' HOCKEY, WITH FLANGED BLADE AND BACK STRAP.

12 inches, inclusive, by half inches. Fig. 3 is a ladies' hockey skate, No. 65, having flanged or ribbed blade, the leading new characteristic of which is the full back strap. This strap is of best quality of oak tanned russet leather, morocco lined. The runner is made of the best grade of welded steel and iron, full polished and finely nickeled.

AUTOMATIC SELF-FEEDING STEEL OILER.

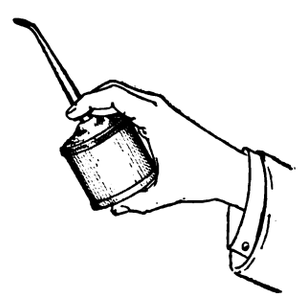
Notwithstanding the number of Oilers of all kinds already on the market, it is evident there is still room for one which, while possessing all the advantages of those with which it competes, has still considerable up-to-date merits of its own. The Rochester Automatic Oiler and Supply Co., Rochester,



METHOD OF FILLING OIL.

N. Y., are placing upon the market through the Hardware and supply trade the Rochester Automatic Oiler, the salient features of which the accompanying illustrations sufficiently indicate. It is a self-filling steel oiler made from 20-gauge cold rolled "Swedoh" steel and is copperized to prevent rust. With the automatic oiler, the spout is depressed, forcing out the air and causing a vacuum; the end of the spout while so depressed, is inserted in the oil and it is at once forced into the can, taking the place of the air ejected. It is impossible to over-fill this can, therefore no waste of oil, and no greasy oiler.

When oil is desired, it can be had in the usual way by the spring bottom, or if a quantity is desired, you can, by again depressing the spout, force the oil entirely out of the oiler. One of the features easily appreciated is the fact that noth-



ing can go into the oiler except through the spout, the smallest part of the oiler. There can be no stopping up of spout, as flies, shavings and lint cannot be taken in. Whatsoever goes in must come out, as the pressure on the bottom forces it out. A large variety of these oilers are made with straight or bent spouts, with large opening for heavy oils or small opening for light or medium weight oils. One feature to which attention is called is that the spring bottom on these

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oilers is neither soldered or brazed as there is nothing but the steel to work on. They also make them with no spring bottom, the body and bottom being of one gauge of metal, with these oilers the oil is had by depressing the spout. With all these solid bottom oilers the well and bottom are of one piece of metal with no spring bottom. This permits the bottom to be constructed of the same gauge metal as the body. When using heavy oil it can be forced out by depressing the spout as shown in Fig. 2. This is a decided advantage for automobile use. A full and complete catalogue of these goods may be had for the asking by addressing the manufacturers.

BARNEY & BERRY'S ICE SKATES.

Barney & Berry, Springfield, Mass., in their complete catalogue recently published, and to which editorial reference was made in a late issue, lay particular stress upon the fact that the lock lever ice skates formerly made with plain blades only are now made with ribbed blade, as will be noticed in the illustrations given herewith, and also added to their line of hockey skates. This valuable addition to the attractive features of this well-known skate has greatly increased its popularity with the trade already identified with the sale of this large line. In Figure 1 is shown the Lock Lever Skate, with ribbed blade, a bottom view being given in Figure 2. The skate is adjustable sidewise on any style or shape of shoe, the two-threaded screw B shortening the separable clamp, allowing clamp D to open wider than at C, thus bringing the skate nearer the inner side of the shoe. When the skate is adjusted to any particular shoe and set for use, the rotary movement of the main adjusting screw is locked by a small set screw in the stud at A, which prevents any loosening of skate in use and keeps it ready to attach to the same shoe without readjustment. The skate is made in sizes 9 to 12 inches inclusive, increasing by ½ inches, in Grade 3 only, polished and nickeled.

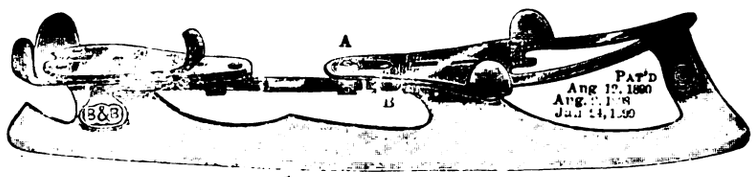


FIG. 1.—LOCK LEVER SKATE.

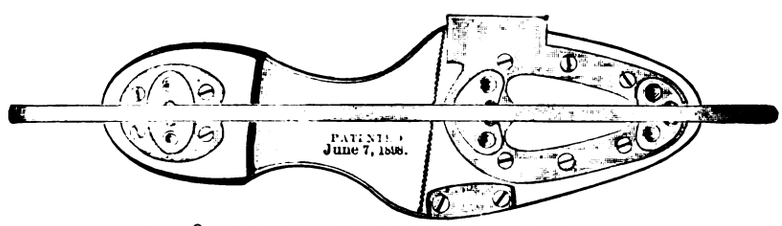
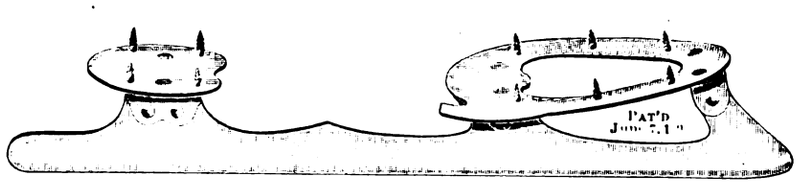


FIG. 2.—BOTTOM VIEW OF LOCK LEVER SKATE.



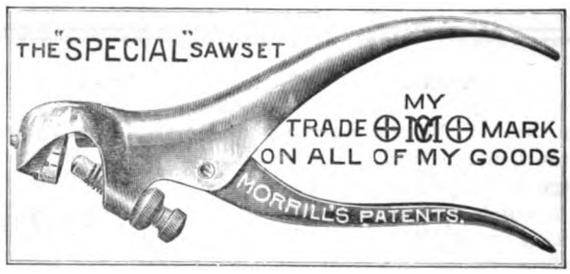
RIBBED HOCKEY SKATE.

This style can be furnished in a narrower plate for ladies if so ordered. In Figure 3 we give an illustration of the ribbed Hockey Skate furnished with patent safety edge fastening, the popular sale of which has created a record for this class of skate.

MORRILL'S "SPECIAL" SAW SET.

Chas. Morrill, of 277 Broadway, New York, of Sawset fame, has added to his already long list of Sawsets the "Special," of which we present an illustration. This is an improved No. 95 Sawset and contains a number of important features.

The anvil instead of being placed at right angles to the path of the plunger as in the No. 95 Sawset is inclined as in the No. 1 Sawset. This does away with breaking the point



of the plunger as it permits the plunger to be made larger and stronger, and to be more evenly tempered. It also permits the workman to see how much set he is getting on his saw. The under handle has been made the movable handle, thus doing away with the wobbling of the Sawset and minimizing the motion, thus preventing the accidental breaking of any of the saw teeth. The gauge screw regulating the width of set is firmly secured in any desired position by means of a lock nut. This is a great improvement as in the past the wearing loose of the gauge screw has caused a great deal of annoyance and inconvenience to the operator. The whole Sawset has been somewhat shortened and the graceful contour of the previous models has been preserved. The encasing of the plunger prevents the dust and dirt from accumulating and clogging up the spring and presents a more handsome appearance.

The action is similar to the No. 95 Sawset. The operator simply has to know the number of points to the inch of his saw, turn the revolving anvil to the corresponding figure, and set the gauge screw as desired, in general just enough to permit the saw to go through easily. Then it is a case of simply going down one side of the saw setting the alternate teeth, then reversing the saw and setting the other teeth in the opposite way.

Mr. Morrill has been to work on this Sawset for several years and during that time has taken out a number of patents covering all of the features, but not up to this time has he felt that he had brought it to as high a state of perfection as possible.

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THE MYERS UNIVERSAL REVESIBLE SLING PULLEY.

The new device to which we referred in our previous issue as having been put upon the market by F. E. Myers & Bro., Ashland, Ohio, is illustrated by the use of the series of



FIG. 1.—MYERS' UNIVERSAL SLING PULLEY.

cuts given herewith. It forms one of the most useful appliances that can be used with any make of Hay Carrier, without a change of fork, pulley or the use of a registering head. In Fig. 1 the side or edge view of the sling pulley is shown, illustrating the reversible feature and the tripping device which extends from either side. As shown in Fig. 3, the regular fork pulley that is used with the carrier is passed down through the sling pulley and then attached to the end of the sling, the sling pulley itself being attached to the opposite end of the sling. When the bundle is compressed, the fork pulley passes up against the sling pulley, tripping it, which dislodges the entire center section of the sling pulley and permits the fork pulley to pass through, thus compressing the bundle, as shown in Fig. 4. The dotted lines and arrow describe the movement of the center of the sling pulley after the fork pulley has come in contact with the trip.

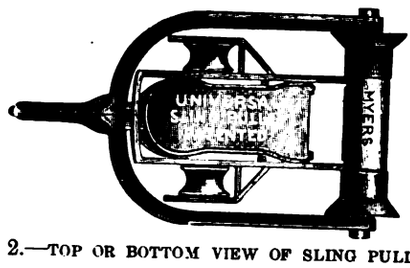


FIG. 2.—TOP OR BOTTOM VIEW OF SLING PULLEY.

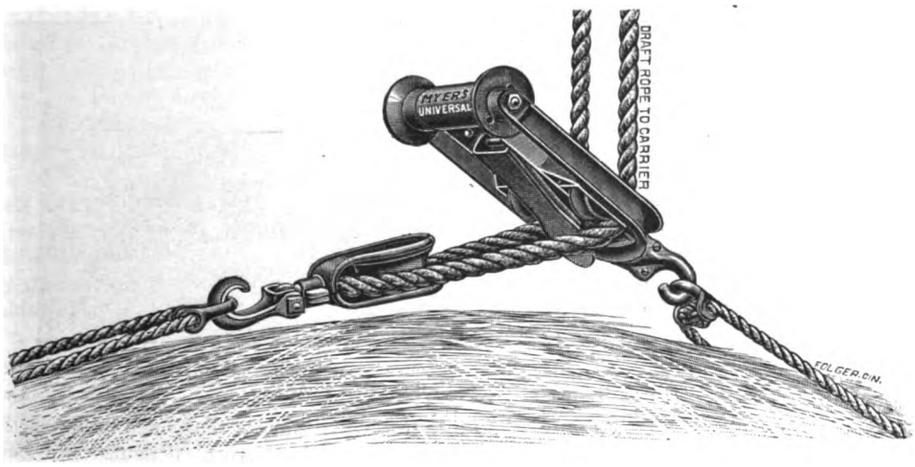


FIG. 3.—SLING PULLEY IN PLACE BEFORE COMPRESSING THE BUNDLE OF HAY.

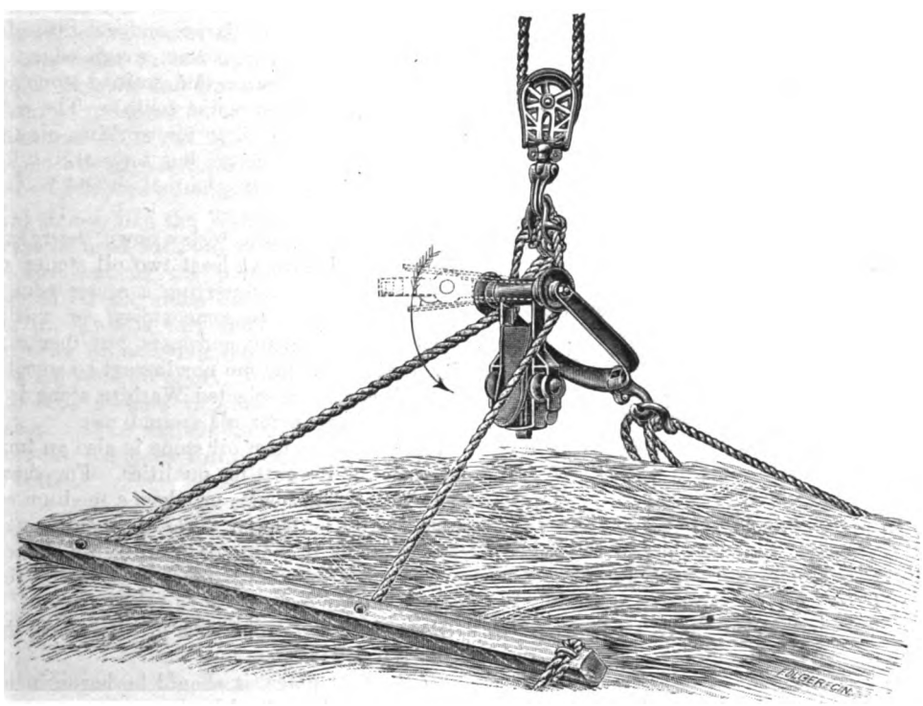


FIG. 4.—POSITION OF PULLEY WHEN BUNDLE HAS BEEN COMPRESSED.

STREET AND STORE LIGHTING

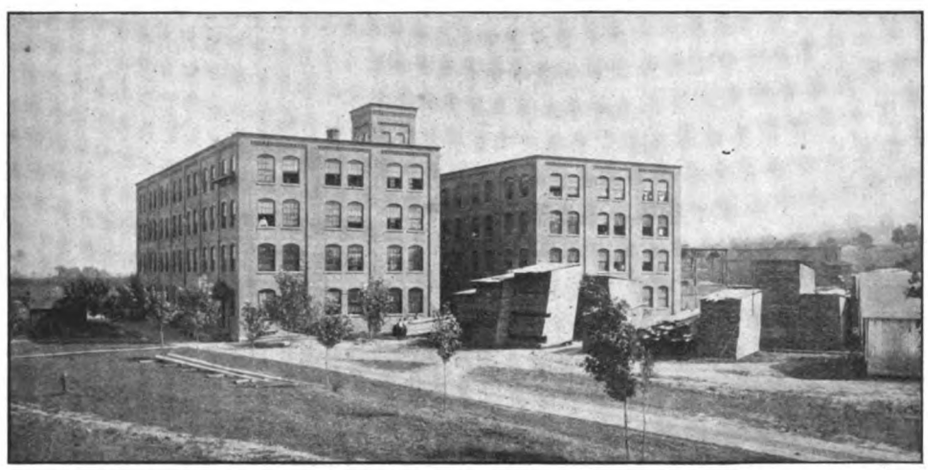
The White Mfg. Co., of 192-194 Michigan Avenue, Chicago, have compiled one of the most complete catalogues of Lighting devices that are strictly up-to-date.

They will esteem it a favor if our readers will write for their latest catalogue, which is now ready for mailing. Special inducements are being offered to the Hardware merchant who will take up the sale of their lamps in their county, being given absolute protection. The first one applying for the agency will be the one selected.

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BLACKSTONE MANUFACTURING CO.

We present herewith an illustration showing the present plant of the Blackstone Mfg. Co., devoted to the manufacture of Washing Machines. This business was established by the late W. A. Blackstone in Bluffton, Ind., in 1871. It was incorporated as the Vandergrift Mfg. Co., in Jamestown, N. Y., in 1881, and was succeeded last March by the Blackstone Mfg. Co. The present officers of the company are: George V. Blackstone, president; Andrew J. Lind, treasurer; John T. Moynihan, secretary. The company is engaged in the manufacture of various kinds of Washing Machines, the principal machine, however, being the new Blackstone Rotary Washer, which is claimed to be the lightest running, strongest and most perfect rotary washer placed upon the market. It can be operated by turning the balance wheel either way, backward or forward, and is geared to run faster than any similar machine.



BLACKSTONE MANUFACTURING CO.'S PLANT.



The company employs from 80 to 100 men; the total acreage occupied is seven; the floor space is 75,000 square feet. The buildings of the company are among the finest factory structures possible to build. The insurance men declare the plant the most perfect wood-working establishment in Western New York. The buildings shown in the engraving are of twin construction, four stories in height, and 60 by 150 feet each, and are made of shale brick.

The business of the company embraces the trade throughout the country and even extends to all quarters of the habitable globe. The business, which is now entering upon its 21st year, has had a healthy and conservative growth. It always has been, and still is, one of the prominent concerns of the city.

George V. Blackstone, the president, was born in Pittsburgh, Pa., in 1860, and came to Jamestown in 1880. Mr. Andrew J. Lind, the treasurer, was born in Denmark in 1850. He has traveled extensively, and is held in high esteem by the company for his many years of faithful and intelligent service. Mr. J. P. Moynihan, the secretary, was born and reared in the city of Jamestown, and has been connected with the company for the past seven years.

HOW TO SELECT AND USE OIL STONES.

It is generally conceded that one of the most important articles in a mechanic's kit of tools is a thoroughly reliable oil stone, for it is well-known that in order to do good work a mechanic must have keen edged tools and must keep them in that condition. It is not every mechanic, however, who fully understands how to select the best stone for the purpose, or, after securing one, how to employ it in a way to produce the most satisfactory results. Bearing upon these points are some very timely suggestions contained in a little pamphlet some time ago issued by The Pike Mfg. Co., of Pike, N. H. It contains so much of value along the line indicated that we reproduce herewith their comments on the question of selecting oil stones and also what they have to say in regard to the proper method of using them:

The first point to be considered in selecting an oil stone is the purpose for which it is required. Many mechanics make the common mistake of expecting one oil stone to answer all purposes. It would be just as reasonable for a carpenter to use a coarse tooth saw on fine cabinet work as to expect a coarse grained, fast cutting oil stone to impart a fine razor edge.

The kind of an edge imparted by a stone depends upon the size of its grains of grit, or crystals. In a coarse grit stone these grains are large, and cut deep, far apart furrows in the tool, leaving a coarse, rough edge. Such stones cut away steel faster than a fine grained stone (as a coarse tooth saw cuts faster than a fine tooth). The coarse edge left by such a stone is all right for working pine or soft woods in which the cells are large, but for working hard wood, or for any kind of fine work, the tool should be finished on a finer grained stone.

It is therefore safe to lay down the rule that a good mechanic should have at least two oil stones, one for grinding down dull tools or imparting a coarse edge and another for finishing. There are some stones of medium grit which answer well for many purposes, but they cannot cut as rapidly as the coarse stone nor impart so smooth an edge as the fine. A carefully selected Washita stone is the best general purpose oil stone for all around use.

The hardness of an oil stone is also an important factor in determining its cutting qualities. For sharpening ordinary tools with broad blades or edges a medium soft, fast wearing stone should be chosen. For sharpening narrow chisels, engravers' tools or pointed instruments, however, it is necessary to use a very hard stone, as otherwise the stone will soon be cut full of grooves or furrows.

Regarding the proper use of oil stones, the pamphlet contains the following:

In the first place, it should be borne in mind that a good oil stone can be ruined by improper usage or lack of care. Many stones are condemned when the fault lies either in not having selected the right stone for the work or in not having taken proper care of it. The mechanic who expects one oil stone to grind down his dull nicked tools and at the same time impart a keen, razor edge, using any kind of oil that happens to be at hand, leaving the dirty oil on the stone to

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dry in, leaving his stone around in the dust and dirt of the shop, will never have a good oil stone and does not deserve one.

No sensible carpenter will think of using other tools in this way, yet many of them treat their oil stones in just this manner. Many times have we seen oil stones returned to dealers with the complaint that they would not "cut," when, as a matter of fact, they were completely coated or varnished with dried, dirty oil and steel dust, in such a manner that the tool could not possibly come in contact with the grit or "teeth" of the stone.

There are three objects to be attained in using and caring for an oil stone: First, to retain the original life and sharpness of its grit; second, to keep its surface flat and even; third, to prevent its glazing.

To retain the original freshness of a stone, it should be kept clean and moist. To let an oil stone remain dry a long time or expose it to the air tends to harden it. A new stone should be soaked in oil for several days before using, and if kept in a dry place (most of them are) it should be kept in a box with closed cover and a few drops of fresh clean oil left on it.

To keep the surface of an oil stone flat and even simply requires care in using. Tools should be sharpened on the edge of the stone, as well as in the middle, to prevent wearing a trough shaped depression. It is impossible to prevent a stone becoming slightly hollowed from long usage, but this can be remedied by grinding the stone on the side of a grind-stone, or rubbing it down with sandstone or an emery brick.

To prevent an oil stone glazing the user must first understand what causes a stone to glaze. This can best be explained by showing why oil and water are used on sharpening stones and how they should be used.

The words "oil stone" have come to be applied to all stones used for sharpening mechanics' tools, from the fact that it is necessary to use oil on most of them for two purposes: First, to prevent the stone from heating the tool, which draws its temper and ruins the best tool instantly; second, to keep the particles of steel ground off the tool from entering the pores of the stone, which would soon fill them up and cause a glazed surface.

Most coarse grained and all soft stones can be used successfully with water, although they may be generally termed oil stones. On such stones water should be used plentifully to carry off the powder rubbed up by the tool. Most water stones are quick cutting and leave a coarse edge, but a much finer edge can be procured on the same stone by using just enough water and oil to rub up a paste. This paste when kept on the stone will give a finishing edge, but should be thoroughly cleaned off before putting the stone away.

Fine grained, hard stones, like the Washita, Arkansas and Turkey, should always be used with oil, as water is not thick enough to keep the steel out of the pores. The dirty oil should always be wiped off the stone thoroughly as soon as possible after using it. This is very important, for if left on the stone the oil dries in, carrying the steel dust with it, and thus soon causes the stone to glaze. Cotton waste is one of the best things to clean a stone with and is nearly always to be found in a shop. Some carpenters use shavings, but they are very apt to leave the stone full of dust. A common clean rag would be better.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade were furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED SEPT. 21, 1903.

349,295. SASH FASTENER, E. H. Alvord, Seattle, Wash.
349,386. SAFETY GUARD RAZOR, T. F. Curley, Brooklyn, N. Y.
349,493. KNOB ATTACHMENT, J. W. Day, Chicago, Ill.
349,490. COMBINED RASP & FILE, J. T. Gallagher, Chicago, Ill.
349,496. WIRE CUTTER, R. Hayden, Haddam, Conn.
349,618. LANTERN, E. F. Steck, Chicago, Ill.

PATENTS EXPIRED SEPT. 22, 1903.

739,300. TRANSOM LOCK, O. A. Essig, Canton, Ohio.
739,309. COMBINED STEP AND EXTENSION LADDER, E. L. Harmon, Sheraden, Pa.
739,371. KNIFE, A. S. Allen, Brookline, Mass.
729,388. AUTOMATICALLY EMPTYING CUSPIDOR, A. M. Carter, Dennison, Ohio.
739,486. EGG BEATER, L. M. Galatius and N. R. Minor, New York, N. Y.
739,534. RAZOR STROP, W. H. Doss, Benton City, Me.
739,606. SCREW DRIVER, S. F. Kemm, Franklin, Pa.

PATENTS EXPIRED SEPT. 28, 1903.

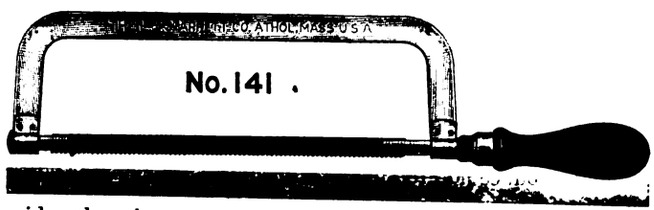
349,684. CARPET SWEEPER, M. R. Bissell and W. J. Drew, Grand Rapids, Mich.
349,703. RAKE, H. Fisher, Canton, Ohio.
349,698. LIFTING JACK, J. W. Donohue, Frankfort, O.
349,768. OIL CAN, G. Trubel, Macomb, Ill.
349,877. WEATHER STRIP FOR WINDOWS, ETC., G. W. Everett, New York, N. Y.
349,897. BROOM, W. A. Nixon, Maple Rapids, Mich.
349,915. KNOB ATTACHMENT, G. Van Winkle, North Plainfield, N. J.

PATENTS ISSUED SEPT. 29, 1903.

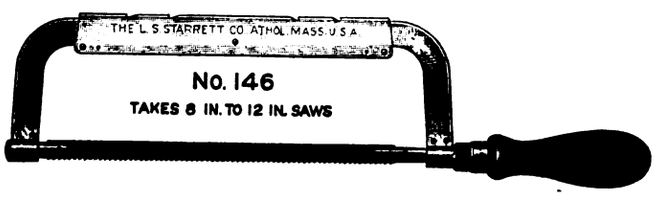
739,807. KNIFE CLEANER, D. Appleton, London, England.
739,928. RAZOR STROP HOLDER, T. G. Riordon, Chicago, Ill.
739,931. WEATHER STRIP FOR SASHES, J. E. Scott, Louisville, Ky.
739,989. FISH TRAP HOOK, C. O. H. Cook, Auburn, N. Y.
740,049. MONKEY WRENCH, S. F. Shifley, Versailles, Pa.
740,068. CLOTHES DRYER, E. J. Williams, Salt Lake City, Utah.
740,118. SHEARS SHARPENING DEVICE, R. F. Goodfellow, Chicago, Ill.

STARRETT HACK SAW FRAMES.

L. S. Starrett Co., Athol, Mass., are the makers of the Hack Saws of improved quality and design, illustrations of which accompany this article. No. 141, Fig. 1, is provided with a solid steel frame made very stiff, the stock in the same being



wider than is commonly used, and it cannot be cramped by straining the blade. The saw may be set to cut in either of four directions and tightened by simply turning the handle. It is handsomely polished and nickel plated. No. 146, Fig. 2,



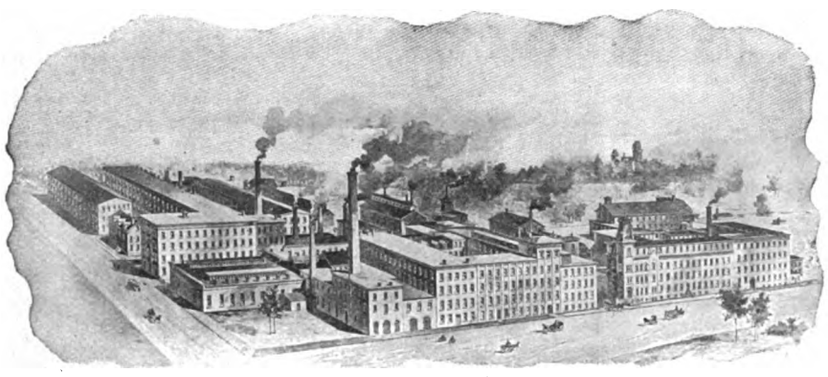
possesses the good qualities of the Saw above described, and in addition is provided with an improved adjustable back which permits of its taking in 8, 9, 10, 11 or 12 inch Saws when necessary. It is claimed by the makers that it will be found more than usually meritorious, considering the moderate price at which it is marketed. An admirable catalogue of high grade tools may be had upon request by addressing the manufacturers and asking for catalogue No. 17.

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REMINGTON HISTORY.

At Ilion, Herkimer County, N. Y., which is 83 miles west of Albany, is one of the largest private gun manufacturies in the United States, known as the Remington Arms Co., and remarkable for its extent and for its origin; the story of which has been told as follows:

On Steel's Creek, about 3 miles from the site of the armory, dwelt the founder of the business, Eliphalet Remington, who, desiring a rifle for his own use, forged one in 1816 at his father's forge with no other tools, except such as an ordinary blacksmith's shop contains and conveyed it to a gunmaker at Ithaca to have it fitted and completed. The gunmaker was much pleased with the skillful construction of the barrel, and Mr. Remington, perceiving the high estimation in which his workmanship was held, dexterously applied his knowledge to a profitable use and commenced the manufacture of gun barrels, and not long after this incident the banks of Steel's Creek blazed with the cherry fires of many forges, and the surrounding hills rang with the joyous music of many anvils.



REMINGTON ARMS CO.'S PLANT.

The old factory, however, was found to be too distant from the line of transit—then the Erie Canal—and in 1829 Mr. Remington purchased a farm at Ilion, upon a portion of which, on plans supplied by himself, the plant was erected. For many years the business was limited to the fabrication of gun barrels, but having received a large contract from the U. S. Government for arms, the manufacture of Rifles and Carbines, including all their parts, was embarked in and has since been very successfully prosecuted.

From that day to this the business has increased so enormously that the works now occupy about 18 acres of ground, and consist of 60 buildings, the floor space amounting to nearly 400,000 square feet, and over three hours are required to merely walk through and casually inspect the various rooms and departments. The company employs about 1000 hands, mostly skilled mechanics.

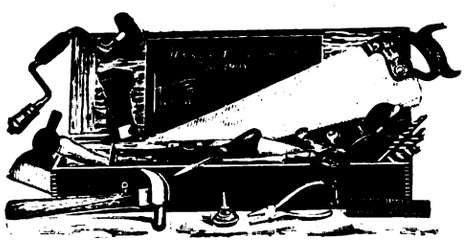
The result which usually attends the unwavering determination to produce nothing but good mechanism, combined with a genius for improvement and invention is illustrated in the growth, progress and extent of these works. The company is by far the largest manufacturer of double barrel shotguns in this country, if not in the world, and in addition produces military and sporting rifles, both single shot and magazine patterns in great numbers. The extraordinary success achieved by the Remington Arms Company is attributable to its extensive experience covering a period of 87 years, to the high and honest standard of workmanship the spirit of progress, and the adoption of latest manufacturing methods, all of which enables them to produce and sell superior firearms, giving the consumer greater value than other manufacturers not so well equipped.

CAN YOU MAKE A PERFECT SCORE?

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are distributing a unique and ingenious puzzle printed in several colors on cardboard, and denominated "Can you make a perfect score?" which can be solved after a careful study devoted to it, but only in accordance with the following rules: With seven coins, cover seven of the eight targets. Place a coin on the target at the stock of any one of the eight rifles, for example, "Stevens" Ideal Walnut Hill, No. 49. Now, move it along to the target at which the rifle is aimed, allowing it to remain there, thus scoring one. Then place another coin on one of the targets at the stock of one of the remaining seven rifles, moving it along to the target at which that rifle is aimed, allowing it to remain there, thus scoring two. In this manner proceed with the remaining five coins, covering seven of the eight targets. They say if you can do it, you certainly are a "crack" shot. It can be done! And the Stevens is the only Rifle that can do it. The company announce their willingness to mail this puzzle to any applicant upon the receipt of two 2-cent stamps.

THE "HANDY" TOOL CHEST.

Among the special Tool Chests that have recently been added to the varied assortment made by the American Tool Chest Co., 200 West Houston Street, New York, we present an illustration of the "Handy" Tool Chest No. 1903, which has been gotten up on a demand by the trade for house and farm use, and has promptly proven its popularity. The chest is 27 inches long, 8 inches wide and 4 inches deep, constructed of bass wood with dove-tailed corners, and provided with an inside partition. Eighteen of the more serviceable tools, of a superior quality, constitute its equipment. The tools comprise a panel saw, iron block plane, bit brace, four auger bits, nail hammer, rule, cutting pliers, hatchet, screw driver, spirit level, screw wrench, saw file, oil stone and oil can and set of 10 awls and tools. The company manufacture a large and most complete line of tool chests, with and without tools as required, intended for the use of boys, youths, amateurs and professionals, and well adapted for the holiday trade.



THE "HANDY" TOOL CHEST.

'TIS TRUE, 'TIS PITY, AND PITY 'TIS, 'TIS TRUE.

A philosophic German addressing his dog, said: "You vas only a dog, but I vish I vas you. Ven you go mit de bed in, you shust durn round dree times und lay down. Ven I go mit the bed in, I haf to lock up the blace, und vind de clock, und put de cat oud, und undress myself, und my vife wakes up and scolds me. Den de baby cries und I haf to valk him up und down; den maype ven I shust go to sleep, it's time to get up again. Ven you get up you shust scratch yourself a couple of times und stretch, und you vas up. I haf to quick lite de fire, and put de kittle on, scrap mit my vife already, und maype get some breakfast. You play all tay and haf plenty of fun don't it. I haf to work all day und haf plenty of drouble. Ven you die, you's dead for sure; ven I die I haf to go to hell yet."

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RECENT TRADE PUBLICATIONS.

Stransky & Co., 9-15 Murray Street, New York, have just published their No. 15 catalogue of steel ware, which is stated as being made in over three thousand different American shapes and sizes, and in ten different colors, besides an endless variety of decorations, stripes and bands. The ware is distinctly different in appearance and quality from all domestic wares Every article in their catalogue can be furnished in any color. The goods are sold by them at a fair price and for import only—no stock being carried in New York, and no orders accepted from jobbers, so that the dealer is certain no one else in his town can obtain the goods and cut prices. Each piece is guaranteed to wear five years. This catalogue would make a valuable acquisition to the catalogue library of any dealer.

The Challenge Wind Mill & Feed Mill Co., Batavia, Ill., are presenting to the trade a general catalogue of galvanized steel mills, galvanized steel towers, gasoline engines, feed mills, pumps, tanks, etc. Regarding their "Dandy" steel mill they claim that this is the finest, strongest, safest, most reliable and most durable mill on the market, because nothing but the very best of material is used and the construction of the mill is such as to give it strength and durability. For the vane and the slats in the wheel they use cold-rolled sheet steel, and the balance of the wheel and vane is either angle or flat bar cold-rolled steel. The wheel is braced from both directions by steel bars, thereby making it rigid and strong. Each slat is supported by two cross bands of steel bar, beside a bracket that supports and braces the slat its entire width, thus tieing the wheel together and bracing and supporting it in such a manner as to defy the storms. The "Dandy" has been improved in many ways since first being put on the market. This mill is invariably galvanized, and is geared back to make two and one-half revolutions of the wheel to one stroke of the pump, thus making it run easy and light, requiring but little wind to do the work. The above firm are also the manufacturers of the Dandy steel towers, Challenge pumping and geared sectional wind mills, Daisy and O. K. solid wheel pumping mills, pumps, tanks, feed mills, corn and cob crushers, sweep grinders, shellers, feed cutters, wood saws, horse powers, etc.

E. C. Atkins & Co., Indianapolis, Ind., are sending to their patrons a very handsome and unique booklet entitled "Some of the good points of the Atkins Inserted Tooth Saws," which, open, indicates the appearance of a circular saw, and to that extent is novel and ingenious. The semi-circular pages are extremely attractive from the fact that the highest half-tone art is utilized in the formation of the various designs which represent points of interest in the construction of the Saws, to the exploitation of which various pages are devoted. A fine view of the factory is given, showing the plant in all its dimensions, and the company say in regard to the Atkins Inserted Tooth Saw, which is one of the finest circular saws they manufacture, "We manufacture a great many different styles of holders and teeth, each style being peculiarly adapted for its special purpose." This description of Saw insures smooth lumber because the gullets in the saw blade are milled exactly central and each bit and holder is accurately fitted to this milling in the sockets. Every bit is ground exactly to gauge, with even swage on either side. Every stage through which one of these blades passes is claimed to be of their own patented process, and "accuracy" is the watchword from start to finish. A portion of the book is devoted to the testimonials of these Saws which are spoken of in the most commendable manner.

The Michigan Stove Co., Detroit, Mich., are printing for the use of dealers, large display banners, having on them a picture which represents a No. 550 Garland stove with a fire burning in it. In large red letters is printed "The Wonder of the Age." It makes a very attractive sign.

The Challenge Wind Mill & Feed Mill Co., Batavia, Ill., have distributed through the trade some large posters displaying their many productions, such as the X-Ray and Dandy wind mills, pumps, feed mills, lawn swings, etc. The background of the poster is sky-blue, the windmills, extending the entire length on either side are of silver, and the frame work of the feed mills are red with the metal part painted green, and the whole presents a very artistic color effect.

The Blacklock Foundry Co., South Pittsburgh, Tenn., have issued a 4-page folder exploiting their reversible cast iron shoe lasts and stand and dog irons. Their shoe lasts and stands are made in seven numbers from No. 1 to No. 7 ranging from a 15-inch to a 24-inch stand, and the folder gives dimensions, weight and price of each number. The dog irons are made in six sizes, weighing from 10 to 40 lbs. The length, height and price of each of the dog irons is also given.

The Chicago Flexible Shaft Co., Chicago, Ill., have recently issued an envelope size booklet of 14 pages having for a cover an attractive picture of a young couple comfortably enjoying a carriage ride while snow is on the ground. Above the picture is inscribed "From misery to pleasure." All this indicates that inside the carriage is a Clark's carriage heater, which heats the feet, and so makes you warm all over. According to the Chicago Flexible Shaft Co. this only costs you a half a cent an hour because a cake of Clark coal, which costs but six cents, lasts sixteen hours, a third of a cake being plenty for usual use. The company state: "No flame, no smoke, no odor, no gas, just heat—that's all, but plenty of it." They guarantee their heaters to be and to do all they claim for them, and a guaranty goes with each box of coal, and it means just what it says. The heaters are made in several styles, but they claim that the cheapest are just as strong and effective as the handsomer styles.

Windhorst & Co., 4 North 12th Street, St. Louis, Mo., have recently gotten out an envelope size catalogue and price list of their "Primo Light and Sundries." The little booklet contains illustrations of the various gasoline vapor lights which they manufacture and carry in stock at all times ready for prompt shipment. Their line consists of gravity and air pressure arc lamps, as well as gas machines and hollow wire systems. The Windhorst Company are among the largest manufacturers of their kind, and have the facilities for doing any special work in gasoline apparatus for both lighting and cooking. They use the best materials obtainable in the manufacture of their product and fully guarantee all of their goods.

The Canada Corundum Co., Ltd., Toronto, Can., have recently sent to their customers a cardboard folder which has eighteen samples of their Craig Mine Crystal Corundum glued on small pieces of blotting paper to show the different sizes. The only way in which their Corundum is sold is in grain form. Craig Mine Corundum is 98 per cent. corundum, and is free from emery and all impurities and will cut cold and fast. The source of their supply, Craig Mine Mountain, is estimated (Ontario Government report, Bureau of Mines), to have in sight several millions of tons of merchantable corundum, which can be obtained only from the Canada Corundum Co.

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Cablegram to
President Roosevelt,
Oyster Bay.

American Rifles, AMMUNITION and Men won victory to-day over Great Britain, Canada, France, Norway, Australia and Natal, and bring back Palma trophy.

(Signed) Lieut. Albert S. Jones,
Secretary of the National Rifle Assn. of America.

Copied from N. Y. Herald.

This SWEEPING VICTORY for America, and the extraordinary score of 1570 out of a possible 1800 were made with 30/40 regular factory Cartridges, manufactured by the

UNION METALLIC CARTRIDGE COMPANY

selected after exhaustive trials, by the entire American Team in preference to all others, for their wonderful uniformity and extreme accuracy.

SCORES ARE IMPROVED BY USING U. M. C. AMMUNITION.
SOUVENIR CARTRIDGES (Without Powder) ON APPLICATION.

THE UNION METALLIC CARTRIDGE CO.

313 BROADWAY, NEW YORK CITY.

Factory, Bridgeport, Conn. Depot, 86 First Street, San Francisco, Cal.

HEAVY HARDWARE JOBBERS NATIONAL UNION.

The Heavy Hardware Jobbers' National Union held their annual meeting at the Grand Pacific Hotel, Chicago, recently. The membership being well represented. Many matters of trade interest were discussed in executive session. President Gregg presided, with Secretary W. C. Brown in his customary place. All the old officers were re-elected, as follows:

President—J. A. Gregg, of Nicols, Green & Gregg, St. Paul, Minn.

Vice Presidents—Henry Seefeldt, Suelflohn & Seefeldt, Milwaukee; F. B. Bonniwell, Bonniwell-Calvin Iron Company, Kansas City, Mo.; H. E. Treadway, John Ernsdorff Iron Company, Dubuque, Ia.

Executive Committee—Robert E. Brier, Beck & Corbitt Iron Company, St. Louis; C. A. Kimbark, S. D. Kimbark & Co., Chicago; Henry B. Hunter, Shadbolt & Boyd Iron Co., Milwaukee; J. S. Halliday, Wm. J. Halliday & Co., Indianapolis; Charles E. Faeth, Faeth Iron Co., Kansas City.

The following firms were represented at this meeting: The Baum Iron Co., Omaha, Neb.; Beck & Corbitt Iron Co., St. Louis, Mo.; Bonniwell-Calvin Iron Co., Kansas City, Mo.; Campbell Iron Co., St. Louis Mo.; Cummings & Emerson, Peoria, Ill.; The Robert Donahue Iron & Hardware Co., Burlington, Ia.; The John Ernsdorff Iron Co., Dubuque, Ia.; The Faeth Iron Co., Kansas City, Mo.; Wm. J. Halliday & Co., Indianapolis, Ind.; Kelly-How-Thomson Co., Duluth, Minn.; E. D. Kimball & Co., Chicago, Ill.; S. D. Kimbark Co., Chicago, Ill.; Jos. F. Meyer Co., Houston, Tex.; Moore Hardware & Iron Co., Denver, Colo.; Mossmann, Yarnelle & Co., Ft. Wayne, Ind.; Nicols, Dean & Gregg, St. Paul, Minn.; Paddock-Hawley Iron Co., St. Louis, Mo.; John Pritzlaff Hardware Co., Milwaukee, Wis.; Richards & Conover Hardware Co., Kansas City, Mo.; The G. B. Schulte Sons Co., Cincinnati, Ohio.; Shadbolt & Boyd Iron Co., Milwaukee, Wis.; The Sieg Iron Co., Davenport, Ia.; The Sioux City Iron Co., Sioux City, Ia.; Sligo Iron Store Co., St. Louis, Mo.; Suelflohn & Seefeld, Milwaukee, Wis.; Thompson-Hoof Co., Chicago, Ill.; Van Camp Hardware & Iron Co., Indianapolis, Ind.; The Williams Hardware Co., Minneapolis, Minn.

THE AMERICAN STOVE COMPANY.

The American Stove Company held their second annual meeting at Mt. Clemens, Mich., recently. The following directors were re-elected to serve during the ensuing year:

Directors: A. E. Ambs, John Ringen, E. C. Baxter, C. I. Dangler, D. Ed. Dangler, C. A. Stockstrom, E. H. Stockstrom, Louis Stockstrom, Geo. F. Fiske, F. L. Alcott, W. H. Boardman, Geo. M. Clark, H. J. Trenkamp, Henry Trenkamp, Sr., O. P. Moon, Paul Schneider and Kenneth K. McLaren.

The officers who were re-elected were as follows:
President, C. A. Stockstrom, St. Louis, Mo.
Secretary, H. J. Trenkamp, Cleveland, O.
Treasurer, Geo. T. Fiske, Chicago.
Vice Presidents, George M. Clark, F. L. Alcott and E. H. Stockstrom.
General Manager, Cleveland District, F. L. Alcott.
Master Mechanic, Cleveland, Paul Schneider.
General Sales Manager, E. H. Stockstrom.
Assistant Manager, Cleveland District, O. P. Moon.

✤

Casey (the stone mason)—Phwat's the how below?

Cassidy (the hod carrier)—Shure, English Jim just fell from the second flure t' the basemint.

Casey—Thot's an Englishman fur ye. Shure, it was two hours ago I told him a joke, an' it's took him all this toime to tumble.

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REVIEW OF THE MARKETS.

WIRE NAILS. A fair business is being done in this staple line, although orders are not extravagantly large, conservative estimates on immediate requirements being the rule. The mills are fairly busy, and the market well maintained. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$2.00
Retailers, carload lots	2.05
Retailers, less than carload lots	2.15

New York. The unsettled labor conditions exert an influence on the general trend of local trade, affecting sales on leading lines. The demand, however, is a steady and regular one. Quotations being as follows:

Single carloads	$2.20
Small lots from store	$2.25 to $2.30

CUT NAILS. Only an ordinary demand seems to prevail, orders being light, and small lots the rule, the market not being as firmly held as usual, although September prices at the recent meeting of manufacturers were affirmed for October delivery. Quotations remain as previously quoted:

In carload lots	$2.15 base
Less than carloads	2.20

F.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination. Terms: 60 days, less 2 per cent. off in 10 days.

New York. The market is a moderate one, not especially active, the demand being for nominal quantities. Quotations are as follows:

Carloads on dock	$2.29
Less than carload on dock	2.33
Small lots from store	2.40

BARB WIRE. Very satisfactory business is referred to with every indication of an excellent demand being possible throughout the entire season, the market being a firm one. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.30	$2.60
Retailers, carload lots	2.35	2.65
Retailers, less than carload lots	2.45	2.75

SMOOTH FENCE WIRE. Orders are being placed freely, while specifications already booked for future delivery are extremely satisfactory. Quotations are as follows: f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95
Less than carloads	2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances, as follows:

		Plain.	Galv.
6 to 9		Base.	$0.30
10	Advance over base	$0.10	.30
11	" " "	.10	.30
12 and 12½	" " "	.15	.30
13	" " "	.25	.30
14	" " "	.35	.30
15	" " "	.45	.60
16	" " "	.55	.60
17	" " "	.70	1.00

PRIMERS. Union Metallic Cartridge Company, Bridgeport, Conn., and 313 to 317 Broadway, New York, have recently announced a revision in the list prices and discounts on Primers and Caps. Present quotations are as follows:

U. M. C. Primers.

All kinds for Black Powder, Nos. 0, 1, 1½, 2 and 2½, with anvil, in quarter boxes, per thousand, $2 ..... 20 and 5%

Nos. 1 and 2, in tenth boxes, per thousand $2 ..... 20%

All kinds for Smokeless Powder, Nos. 3, 5, 6, 6½, 7, 7½, 8½ and 9½, in tenth boxes, per thousand, $2 ..... 20%

Berdan Primers.

Nos. 1, 1½ and 2, in quarter boxes, per thousand, $2 ..... 20 and 5%

B. I. Caps.

For Sturtevant Shells, in tenth boxes, per thousand, $2 ..... 20%

CORDAGE. The quotations on Manila Rope have been strengthened by the demand which continues good, with prices on first quality Cordage firmly held. Quotations representing the market are as follows:

Pure Manila, 7-16 inch and larger	11¾@12
½ inch	12¼@12½
¾ inch and 5-16	12¾@13
Pure Sisal, 7-16 inch and larger	9½
No. 2 Sisal, 7-16 inch and larger	8¼
½ inch	8¾
¾ inch and 5-16 inch	9¼
Lath Yarn, Medium and Coarse	8¾
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations on "City" Raw Oil are those announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...40 cents per gallon.
In lots of 5 barrels or more....39 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil ..... 65 cents per gallon.

THE PHILADELPHIA TRADE.

Fall trade may now be said to have fairly commenced, although the weather is more like Summer, and it seems more like vacation season than time for active work. Goods, however, appear to be in active demand, and trade is keeping up remarkably well while the goods shipped are going directly into consumption, and we do not believe that stocks throughout the country are at all heavy. The labor agitation of the last few months is having some effect on business, and we hear complaints in some sections of slow trade due to this cause. There are some localities in which building seems to have been suspended, and there are very few plans on the way for the future. In our own city the textile strike has come to an end, and the strikers are returning to work without having gained any advantage by the great loss in wages, but as they are once more at work wages will again find its way into circulation, probably to the betterment of business. Prices continue without important changes. Manufacturers are still claiming that the high price of labor and material prevent them from announcing any declines, and, while raw material is quoted lower in the papers we see little or no indication of it in every day business. Collections are not so good as usual, and this is probably due to the loss of wages, but we hope this cause will soon be removed, and that with every one again at work there seems to be no reason why we should not have a good Fall trade. From the West comes most encouraging reports of abundant crops, and a large demand for goods. The South is also buying heavily, and with the first cold winds there should be a demand for winter goods which will stimulate trade greatly. Biddle Hardware Co.

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THE CLEVELAND TRADE.

The depression in business is much less than the action in Wall Street would cause one to suspect. The radical decline in stocks caused hesitation and restricted trade, but reflection brought assurance that the country still lives and is not entirely dependent on the stock market. Losses have been severe but business houses are not seriously effected through the timidity of their customers. It is remarkable testimony to the solidity of the country when such immense losses can occur and so feebly effect business generally. There is a perceptable gain in business in the past few days that indicates the waning influence of its effect, and a recovery of faith and sanity. To have foreseen what has happened, would have created a panic, but time has steadied the nerve and is restoring confidence. What has happened may tend to divorce speculation and business, so that each must support itself. If gamblers were compelled to live off of each other, they would resemble the ass snuffing up the east wind for sustenance.

THE CINCINNATI TRADE.

The condition of trade here is far more encouraging than at last writing. The retail Hardwaremen have taken a new lease on life and declare they will never be discouraged about the present or future outlook of trade again. Farmers coming into our store said Mr. J. L. Wayne, told hammering tales about crops in their neighborhood, but we find where one locality is bad another is good so the average which we rely on is all right. The Jobbers are busy. Mr. Bahlmann of The Kruse & Bahlmann Hardware Co. said: "We are away ahead of last year and trade in serviceable goods now is good, while the orders sent in are not for large quantities there are many of them coming both by mail and through our traveling salesmen." Mr. Berger of The Kruse Hardware Co. said: "We are much ahead of last year's business and orders are still coming in better than we anticipated." He told an interesting incident apropos of Farmers reports on crops. My liveryman, he says, wanted corn and went over to Indiana to buy, he struck a farmer with 6,000 bushels in his cribs, and he said he would take 3,000 bushels of it. The farmer said it was worth 60 cents per bushel but he had none to sell, but would lend his neighbors if any are short."

Mr. E. Bertram Pike, Secretary and Treasurer of The Pike Mfg. Co. of Pike Station, N. H., is on his way to Cincinnati, Louisville, Chicago and St. Louis on a business trip.

J. H. Bruning has sold out his Hardware store in Covington, selling his stock at less than cost as advertised but getting the regular prices on most all the stock. He will devote his time to the roofing business.

Cincinnati Trade Association.

THE COLUMBUS TRADE.

The writer is in the harness again after a four weeks' vacation. I can't say that it was a vacation of rest as I was physically more tired on my return than when I left, but that kind of "tired" does not wear one out. It is the continual hum-drum of business worry that does a man up. Columbus is a big city, but not quite so big as Pittsburgh, Philadelphia and New York. I am, however, satisfied with Columbus and was glad to get back. We get along fairly well with street cars on the surface here but in New York they have to build street cars on the surface, in the air and under ground. We have the advantage of New York in the way of ornaments. Here we have telegraph poles, street car poles, telephone poles and a few million wires to look at on every street, while in New York they put all wires under the ground. New Yorkers have no idea how pretty snow and ice looks on the wires in winter time, and the pretty flashes of electricity when a trolley slips off, is another thing they miss. During a fire here, if the building is too hot to lean a ladder against, firemen can just rest ladders against the convenient wires and squirt water in the second or third story. You no doubt are aware that we have but few 26-story buildings here. I had two experiences at Atlantic City that I don't care to go

The Hopkins & Allen Arms Co.

Norwich, Conn., U. S. A.

The most complete line of American Made Fire Arms, including

Shot Guns
Rifles
and
Revolvers



GUN 212

Double barrelled Hammerless Gun, Damascus barrels, 12 and 16 gauge..... $30 00
Same with Stubbs twist barrels, 12 and 16 gauge, 25 00



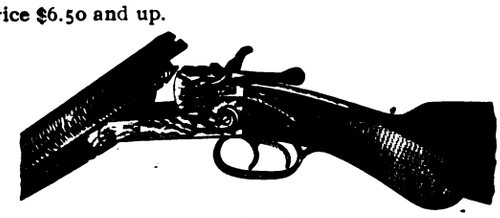
GUN 712½

Hopkins & Allen New Model Top Snap, three piece gun, made in 12, 16 and 20 gauge. Price $9.00



Hammerless Revolver

Made in 32 and 38 calibre. Nickle plated or blued finish, length of barrels 3 and 3¼, 4 and 5 inches.
Price $6.50 and up.



GUN 312

Doll's Head Extension Rib. **Can't shoot loose.** 12 and 16 gauge, 3 grades

Blued Steel Barrels, price..... $18 00
Twist Steel Barrels, price..... 19 50
Damascus Steel Barrels, price..... 22 50

Send for Catalogue of the most complete line of American made firearms.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

through again. The first one was with the mosquitoes the first night after my arrival. My wife said we would not dare go to the dining room as the other guests would certainly think we had the smallpox. Well those mosquitoes certainly did have a picnic. They drilled holes in the top of my head (hair is a little scarce there) every 1-32 of an inch. I am hopeful that a hair will come out of each hole and I will have the thickest head of hair in the country. I told the landlord, it was screens in the windows or we would vamloose the ranch. We got the screens. It is a remarkable fact that not a hotel in Atlantic City has screens either in doors or windows. They say mosquitoes do not bother them only when they have visitors from Ohio or a land breeze. There must have been a land breeze the first night we were there. The other experience was the cyclonic disturbance of the great storm. I confess that I as well as every body else was frightened. It was certainly about five hours of awful suspense. It seemed that almost everything was loose or liable to be any minute. Ladies grabbed their husbands (or somebody's else husband) around the neck for consolation. As my wife is pretty brave, I escaped. Had she known how badly I wanted a little consolation about that time, I know she would have done as some others did. A man has to be brave when a woman rushes to him for protection. Fortunately no one was killed on land. The sight of the ocean as the waves dashed on the beach well repaid us for our fright. I felt like the darkey. however, that I would rather be on "Terra Cotta" than out in a boat. I found on my return that business had not lagged any during my absence, nor had there been many changes in prices. While Iron and Bolts are lower, some other lines have advanced. So far, I can see there is nothing in the way of an unusually good trade for the rest of the year. Hanna and Johnson are keeping the political pot boiling. Both sides are victorious now, but I think when the ballots are counted it will turn out that Uncle Mark "knows his business."

THE SMITH BROS. HDWE. CO.
J. H. Smith.

THE OMAHA TRADE.

The prospects for Fall trade are fairly good and we see no reason why the volume of business should nit be equal to the average. In many localities the crops are better than last year and largely above the average. Too much rain has shortened the crops on the low ground, but this is not sufficient to effect the general average. Prices for farm produce are unusually good with the exception of live stock on which some complaints are being made that prices are unsatisfactory. The volume of business compares with that of previous years and there appears to be nothing to indicate anything but a continuance of the present very satisfactory condition throughout the balance of the year.

WRIGHT & WILHELMY CO.

THE DAVENPORT TRADE.

The anxiety is almost over. If the frost does not appear by the time this letter is printed, the corn crop in this section of Iowa will be safe and there will be harvested a fair crop, fully an average. The cold wave of two weeks ago fortunately passed to the north of us; dealers immediately began to feel more hopeful; the bright sunshine and high south winds rapidly maturing the crops had a noticeable stimulating effect on trade, as expressed in larger and more frequent orders, forcing the footing of the sales columns of the Hardware trade far above those of the last half of September, 1902. There is decidedly a better feeling than has existed for several months. Confidence seems wholly restored and there is no perceptible reason why the last quarter of the year should not show a handsome increase over that of a year ago. TheIowa State Jobbers' Association met on the 23d ult. and was well attended. The new crop is beginning to move, resulting in a very favorable improvement in collections.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

It has been usual at this season of the year to announce that the midsummer lethargy has been succeeded by the regular Fall movement, but now it is eminently proper to say that there has been no "midsummer lethargy" on the Pacific Coast this year, and that notwithstanding this omission the usual smart Fall trade movement of later years is now in evidence to a degree that is, if anything of a change, more satisfactory than usual

"Congratulate Rulofson" was the usual salutation HARDWARE correspondent met with on visiting the trade this second day of October. It had reference to a Supreme Court decision that became known this morning, whereby Alfred C. Rulofson, manager and buyer for Baker & Hamilton, Hardware department, and president of the Pacific Coast Hardware and Metal Association, is now in a fair way to secure a considerable share of a $100,000 estate that has been in litigation several years. The claims of Mr. Rulofson had been rejected by the executor for the estate and the lower court had sustained the objection. Now the Supreme Court has expressed a different opinion and sent the case back for a rehearing.

The J. A. Baxter Hardware Company, of Watsonville, California, has placed itself prominently among the expansionists in the trade. It has taken over to itself the considerable Hardware and paints stock heretofore carried by the Otto Stoesser Hardware, Agricultural Implements and Paints Company, and is having its large consolidated stocks located in a modernized structure, one of the most substantial brick buildings in Watsonville.

Up in the Puget Sound district of the coast the Seattle Hardware Company is also preparing for increased trade confidently expected. The company has purchased a new location on First Avenue South, 120 feet deep, extending 233

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

feet to Railroad Avenue. And on this, said C. H. Black, a prominent member of the Seattle Hardware Company, "we will have constructed our new building the first of the coming year. The details of the building are not yet decided upon but it will be a structure of five stories adapted to the needs of our business."

INDUSTRIAL PRESS ASSOCIATION.

THE PITTSBURGH TRADE.

Travelers are sending in plenty of orders. They say people need the goods and order freely, that the stock market scare has not reached the small towns and only once in a while a man objects to ordering for that reason. If bottom can be found soon in the value of stocks and a steady market established, the stir in large cities over this matter will pass and the small trade will continue good without interruption. September sales were ahead of 1902 which was a record breaker and October is going at the same pace. A Merchants Association has been organized in Pittsburg to promote the interests of our city in merchandizing. Especial attention will be given to getting quicker service from railroads in shipments, also offering inducements to the trade to visit our city. This work has been neglected by our merchants and if well done should bring good results.

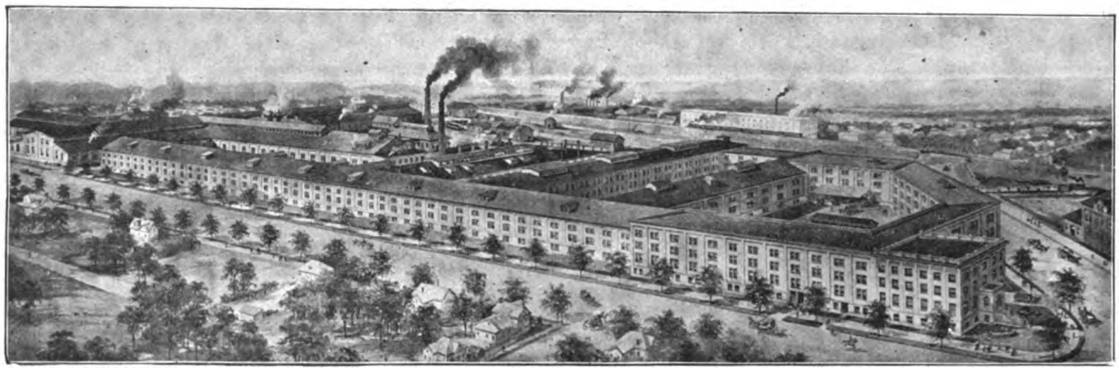
LOGAN-GREGG HARDWARE CO.



DAVIS SEWING MACHINE CO.'S PLANT.

We present herewith an illustration of the large plant of the Davis Sewing Machine Co., at Dayton, Ohio, which, with the extensive additions recently completed, may be regarded as one of the finest and most complete factories in the country devoted to the manufacture of Sewing Machines for domestic use. It is difficult to appreciate the actual magnitude of this establishment in the necessarily reduced size of this picture, and the absence of surrounding buildings with which it make comparison also fails to give an adequate understanding to the observer.

The total amount of floor space in the buildings shown is eleven and one quarter acres. All of the buildings of the main plant are four stories in height. The foundry is one of the largest in the West, equipped with two large cupolas, having a melting capacity of fifty tons of iron daily, and the entire foundry has the most modern equipment of traveling cranes, automatic moulding machinery and everything necessary for the most economical and most perfect results.



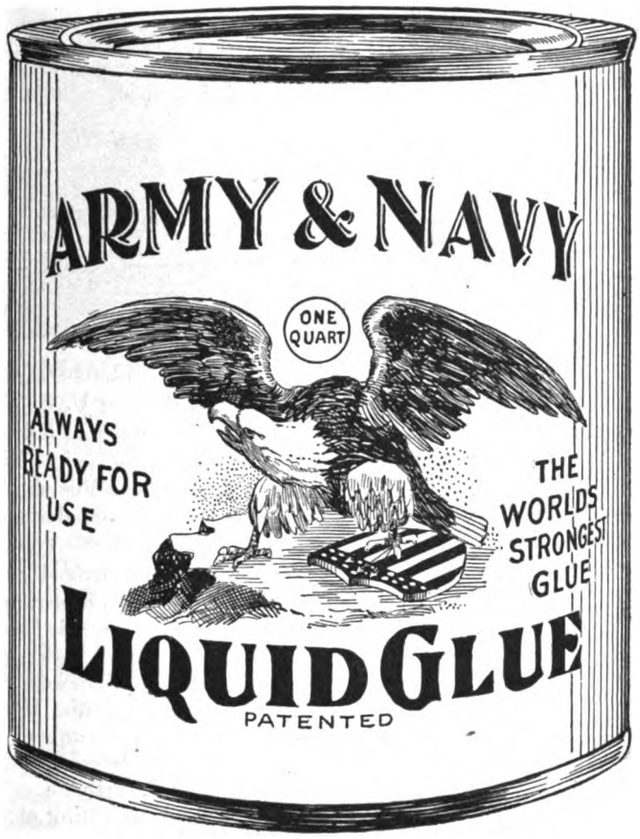
DAVIS SEWING MACHINE CO.'S PLANT.

The steam and power plant of the factory is entirely new, of the most modern type, generating 1000 H. P., which is electrically distributed to the different parts of the different shops. The entire plant is heated with steam, lighted by electricity and equipped with eleven large freight elevators.

The machine tool department is provided with more than 1000 automatic machines of special design, many of which have been designed and built in the company's factory to especially meet their requirements. The number of different departments included in the plant is adverse; among which will be found a large wood working factory provided with the latest machinery of every description for such work; japanning, annealing and varnishing departments, all provided with the best type of steam heated ovens; polishing and nickel-plating departments where small parts receive their brilliant finish, large building with furnaces for case hardening and annealing, a plant in which gas is manufactured for these ovens and furnaces. Large rooms filled with hundreds of highly skilled mechanics and specialists are employed in assembling and rigidly inspecting all parts of the work. The packing and shipping departments occupy necessarily a large amount of room. The new office building is fire proof, being built of brick with concrete floors.

The capacity of this company's plant has been multiplied several times during the past few years, and for the first time since the era of prosperity dawned on this country, the company is now able to state that it is in position to meet promptly the present demands for its products.

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Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

BALTIMORE, MD.

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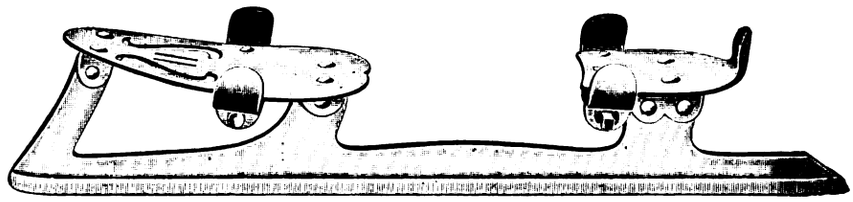
THE MINNEAPOLIS TRADE.

It has been a long time between—letters. It has been largely on account af the writer's absence, vacations, and partly being very busy and something of a feeling of uncertainty as to what the round-up of the crops were going to be. At one time had we written we would have stated that matters were unusually favorable. Again it would have been a very gloomy letter on account of the excessive amount of rain during a critical period before the farmers had got through with their shock threshing, done their stacking and secured their hay. Then the doubt as to how badly the corn was affected by lack of usual hot weather and early frost. At this writing all of this is pretty well out of the way, and while we have been having more rain, we have had really enough clear and bright weather to get the farmers by the critical part. Although great damage can be done from now on if there is not a let-up. We would say at this writing that the prospects were neither very good or very bad. We think merchants generally have reasons to complain of considerably lighter business than last year and less than had been hoped for and expected. We are rather inclined to think that the jobbers in particular will suffer to some extent. You see we have been getting a gradual increase in business each year for a number of years and now to have a season with a shrinkage in the volume of business hurts. As far as we personally are concerned, we have no reason to complain, as our total business so far this year shows a little increase over last year. Prices generally are fairly well maintained. We hear some complaints, but as a general proposition things are moving along quite smoothly.

W. K. Morison & Co.

LOWENTRAUT'S HOCKEY SKATES.

P. Lowentraut Mfg. Co., Inc., Newark, N. J., John H. Graham & Co., 113 Chambers Street, New York, sole sales agents, have just issued their catalogue of Ice Skates for the coming season in which their exclusive line is well illustrated and described, embracing in the assortment U. S. Club Skates in 11 different styles from $1.00 to $4.50 list price, per pair—also the U. S. Racer listed at $6.00 per pair. A full line of 8 styles of ladies' club skates is shown from $1.25 to $5.50 list, per pair. The Lowentraut Company include in their extensive line the "Columbia" and "Eureka" club skates, the most popular moderate price brands among those now on the market. The U. S. Club and ladies' skates are also made with flanged runners. A line of Hockey skates with flanged and plain runners, and U. S. lever-locking Hockey Skates are included in the assortment, showing 7 styles with and without flanged runners. One of the most successful styles of Hockey skates, an illustration of which is shown herewith, is the U. S. Key-locking Hockey skate with plain and flanged runners, which are also made with narrow toe and heel plates, suitable for ladies' shoes. With these skates they furnish an extra outside interchangeable clamp with each skate, fitting any shape and centre on one-sided or bull-dog shoes.



U. S. KEY LOCKING HOCKEY SKATE.

TO SUPERSEDE EMERY

Craig Mine Crystal Corundum



CRAIG MINE CRYSTAL CORUNDUM is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

WRITE FOR BOOKLET

Canada Corundum Co., Limitod, Toronto, Canada

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SIMPLE, YET EFFICIENT



are every one of the several improvements to be found only in **NATIONAL "ROLLER BEARING" CARPET SWEEPERS.** This is particularly noticeable in our STEEL HANDLE FERRULE when compared with other complicated devices.



NO COMPLICATED PARTS
NOTHING TO WEAR OR BREAK
IT IS THERE TO STAY

National Sweepers are more than fifty per cent. (50%) easier running than any other sweeper manufactured. Extremely simple. Substantially made. Beautifully finished. Line complete and sold at the right prices. Each Sweeper packed in a patented carton.

ASK US FOR FULL PARTICULARS.

NATIONAL SWEEPER CO.,

CARPET SWEEPERS EXCLUSIVELY

1703 Park Street, MARION, INDIANA.

EXPORT OFFICE AND SAMPLE ROOMS:
15 to 25 Whitehall St., New York,
C. B. CORWIN, Representative.

CANADIAN BRANCH,
45 Colborne St.,
Toronto.

EUROPEAN REPRESENTATIVE:
MAURICE SOMBORN,
DeKeyser's Royal Hotel, London.

HARDWARE SPECIALTIES AS A LEADER.

I have been requested by the retail Hardware dealers as a representative of manufacturers of Hardware specialties to express my views in regard to the retail trade making specialties as a leader.

The retail dealer, as a rule, is slow in keeping his eyes open for profitable lines in which he can make the most profit. What if your competitor in business does sell a dozen kegs of nails or a ton of barbed wire at ten cents a hundred pounds profit. If you can sell a single hand saw, hatchet, hammer or any one of a dozen other articles that are of standard manufacture in the same time that it takes him to sell the nails or wire you will have made as much profit in dollars and cents as he has, and with far less expense on your part in handling the goods that you do. To be sure your sales may not be so large, but your profits will show up to better advantage and that is what counts. You can make a wonderful difference in your business by pushing profitable goods such as are not found in the catalogue houses all over the country. Let the goods that barely pay a sufficient profit to cover the cost sell themselves and put your energy into selling specialties, which admit of a better margin and do not cost so much to handle. You may have to do a little more talking to get them introduced among your trade, but that costs you nothing when you consider the profit you are making out of them. Then when you consider that the article you are selling is of the best offered on the market and will give the most satisfaction to your customers and, on account of the push and energy you have put forth in selling an article, you have succeeded in developing and building up a trade on that particular article that will stay by you, you have the satisfaction of seeing your labor highly rewarded. You profit largely in taking a brand of goods that your competitor refuses to take hold of, because it has not been on the market quite as long as some other brand that require no talk to sell.

It is essential to the dealer that the brand of goods he sells, whether saw, hammer, or chisel, shall be of a high quality, with a guarantee from the manufacturer, and in this progressive age the dealer only profits himself when he sells that brand of goods that is liberally advertised by the manufacturer. His trade once established, he is sought after and he finds himself advertised among the consumers as the man carrying the best brands of goods the market affords. —*G. W .Gladding, in Stove and Hardware.*

TRADE NOTES.

Newark, N. J.—Increasing business has made an extension to the plant of the Atha Tool Company, imperative, and in order to secure the "elbow room" needed the concern recently purchased a tract of ground across from where the present works is located, and in the near future will erect two new buildings. A power-house will go up at once, and in the Spring a machine shop will be built. That will conclude the building operation for the present, but it is the intention of the company eventually to do only the forging on the ground now occupied by the plant, while the finishing will all be done across the street, in buildings to be erected sometime in the future. The company already has about as much ground occupied by the buildings of its plant as the new tract comprises. When the new power house is finished, electricity will be used as power instead of steam. All the shafting lines will be connected with motors instead of large belts. The company has not yet decided whether to purchase a new engine or to make use of the one now generating power for the plant. It will require a 500-horse power steam engine to run the motors. The Atha Tool Company is composed of the following: President, Benjamin Atha; treasuer, Henry C. Atha; secretary, Edward Ingalls, and superintendent, John Hausman.

New Castle, Pa.—The Baldwin-Graham Stove plant of the Pittsburg Stove & Range Company will be enlarged at once. The plant now employs 110 men and the value of its annual produce reaches $150,000.

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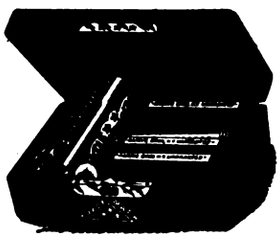
Star Safety Razor

**We talk quality--
We furnish
quality**



HIGHEST AWARDS WHEREVER EXHIBITED

A FEW OF OUR LEADERS

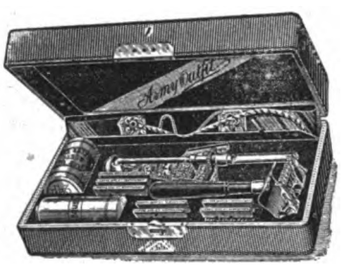


We supply users of the GENUINE STAR SAFETY RAZOR with the very best that brains and money can buy.

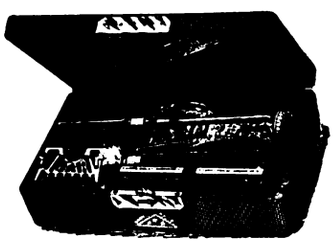
No. 6—Size, 3½ in. long, 2¼ in. wide by 1⅛ in. high.

The Star Safety RAZOR

although imitated periodically, has proven for over 28 years that it cannot be equalled or surpassed.



No. 20—Size, 8⅛ in. long, 4¾ in. wide by 2⅝ in. high



OUR NEW STAR STROPPER

is a marvel of simplicity

Write for Catalogue and prices. Mention "Hardware"

No. 40—Size, 7⅛ in. long, 5 in. wide, 2¼ in. high.

KAMPFE BROS.

Original Inventors and Manufacturers of the * Safety Razor

8-12 Reade St. NEW YORK U. S. A

THE HISTORY OF BABBITT METAL.

An erroneous idea appears to prevail in regard to the invention of Babbitt metal, says the *Metal Industry*. Although Isaac Babbitt was the inventor of the method of using soft metals in journal boxes, his patent specification makes no claim on the alloy itself, but simply on the method of holding the soft metal in place.

Isaac Babbitt was born in Taunton, Mass., on July 26, 1779. He learned the trade of goldsmith, and in 1824, in his native town, made the first britannia ware produced in the United States, but this enterprise proved unsuccessful. He then removed to Boston and entered the South Boston Iron Works, and in 1839, while an employee of this establishment, he produced the invention which has perpetuated his name. For this invention he was given a gold medal from the Massachusetts Charitable Mechanes' Association, and afterward Congress granted him the sum of $20,000 as a reward. In 1844 the invention was patented in England and in 1847 in Russia. After devoting some time to the production of metals he engaged in the manufacture of soap, so that his name has become almost a household word. He died insane at the McLean Asylum, Somerville, Mass., on May 26, 1862.

The fact that in the patent specification no claim is made for the alloy is sufficient to dispel the ordinary belief in this direction. Britannia metal, pewter or an alloy of tin, 50 parts; antimony, 5 parts, and copper 1 part are recommended. The latter alloy is somewhat softer than that now known as "genuine Babbitt," which is commonly composed of tin, 96 parts; antimony, 8 parts, and copper, 4 parts. The original idea in the use of a soft metal was practically the same as it is now—*i.e.*, to make a bearing which would conform to the surface of the axle. It is natural, then, that the alloys used to-day are somewhat harder than the original material employed. It is also natural that the same Isaac Babbitt should have been handed down to posterity as the inventor of the alloy, although, of course, quite erroneously.

♣

James L. Taylor, Newark, N. J., manufacturer of the Taylor Self-Locking Clamps, has received a large number of very flattering testimonials from purchasers of his clamps. We print one of them herewith:

New York, Dec. 15th, 1902.

Mr. James L. Taylor,
30 Lawrence Street, Newark, N. J.

Dear Sir: The Clamps I received from you have proven a very satisfactory auxiliary in my shop. They fill a long felt want, and are so good for the work they are designed for that I cannot speak too highly of them. I see no reason why they should not have a large sale among jobbing carpenter shops. I remain yours truly,

Charles A. Goldman,
Carpenter and Builder.

THE UNITED TACK CO.

The United Tack Company, Taunton, Mass., have been incorpoated under the laws of Massachusetts, with a capital of $100,000, with the following officers: Dr. F. A. Hubbard, president; Clinton V. Sanders, vice-president; and Luther Dean, treasurer. These gentlemen, with Judge Fred. S. Hall and Dr. Dwinell, comprise the Board of Directors. All of these parties are residents of Taunton, and their business capacity is well established in the community. The new corporation have bought out the old A. Field & Sons' factory, and are employing the same efficient tackers as formerly engaged in the plant, which fact the company refer to as placing them in a position to offer a first-class product at a moderate price, and solicit the confidence of the trade when placing orders.

♣

It is worth more than a passing notice that General Nelson A. Miles, in his last communication to the War Office, recommends the use of motor cars and motor cycles in the army, declaring that the cavalry is obsolete, and that motor vehicles will take the place of horses in the next war.

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INDIA OILSTONES

India Oilstones are as nearly perfect as an Oilstone can be.

They are of uniform grain throughout assuring an even working surface at all times.

They are manufactured in coarse, medium and fine grades; all shapes and sizes, which adapts them to every class of work.

They cut faster and wear longer than any other oilstone on the market.

India Oilstones are sold by leading tool dealers the world over.

Manufactured by

Norton Emery Wheel Co.

Please Notice—We have a complete line of Arkansas, Washita, Queer Creek and Hindostan Oilstones; also Scythe Stones, Razor Hones, Knife Sharpeners, etc. You can cover your complete requirements in the sharpening stone line with one order placed with us.

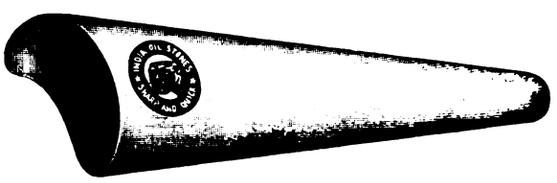
The Pike Mfg. Co.

Pike, N. H., U. S. A.

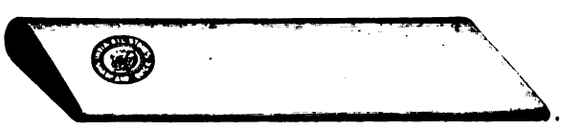
SHARPENING STONES FOR EVERYTHING THAT HAS AN EDGE.



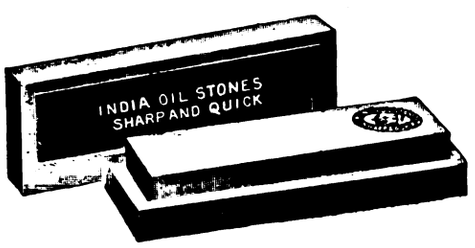
Regular India Bench Stones



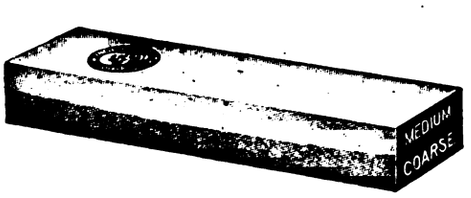
India Gauge Slip



India Round Edge Slip



India, Mounted in Wood Box



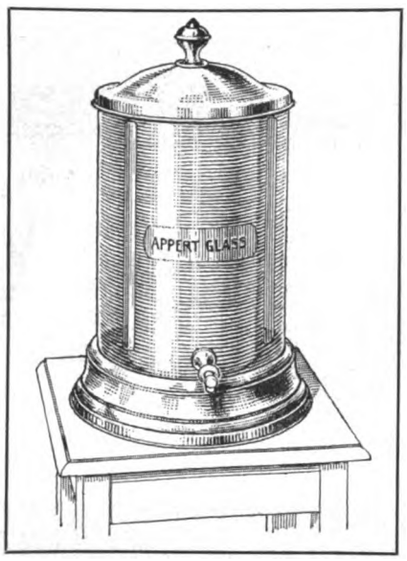
Combination India



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Appert Glass Water Coolers

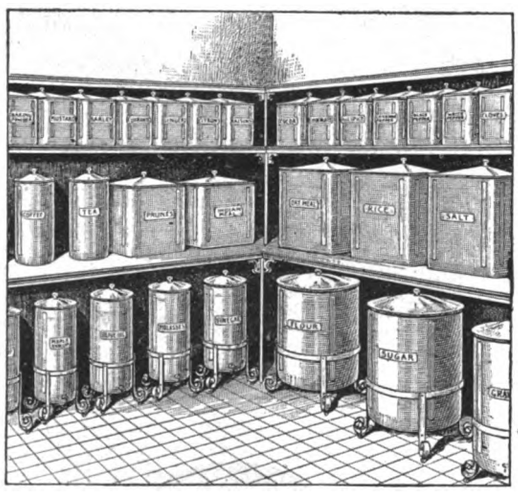
ABSOLUTELY PROOF AGAINST GERMS, RUST OR DIRT



THE ice is placed in a separate container of glass or aluminum, and does not come in contact with the water. Self-closing silver plated faucets and aluminum covers are used.

There is nothing used in the cooler to wear out and the peculiar composition of Appert Glass makes it **practically unbreakable.**

3 to 40 gallon capacity.



In the economy of the household and hotel, Appert Jars offer perfect storage for all food products, such as cereals, sugar, coffee, butter, bread, etc., and when used for holding vinegar, molasses, wines, or other liquids, they are drilled for faucets at any desirable point, thus placing their contents within easy access. All Coolers and Jars fitted with tight fitting covers.

APPERT GLASS CO.

277 Broadway, NEW YORK

FREAKS OF FIGURES.

The Old Saw that They Never Lie is an Error.

If an ordinary business man was asked to state how much is 1,000, 100 and one dozen he would likely reply, without hesitation, 1,112. He might, without violating the laws of the country, put the figures at 1,085 or 1,338. A dozen is commonly supposed to be twelve single things. A baker's dozen is thirteen. A dozen of cotton yarn is just one "hank," composed of twelve "cuts." A dozen fish in some localities is twenty-six, and a dozen of pottery in the wholesale trade may mean two or it may mean fifty pieces, not depending on the actual number of pieces, but on the size, weight, etc., of the jugs, bowls, plates, etc.

A printer's 1,000 is only 960, but it takes 1,200 staves to make 1,000 in some sizes that are made for export. In many of the trades the terms "dozen," "hundred" and "thousand" do not bear their literal English meaning, but a technical one peculiar to each trade, as in stone work, lath, shingles and cotton yarns. This technical perversion of plain English extends to most of our weights and measures. Thus a gallon may be 231 cubic inches or it may be 265. In the school arithmetics four quarts make a gallon, eight gallons make a bushel; but in practice it takes forty quarts to make a bushel of corn, beans, etc. This is because only the liquid measure quart cup (231 cubic inches to the gallon) is in use, while the dry measure gallon contains 265 cubic inches.

♦

The Morse-Boulger Destructor Co., 39 Cortlandt St., New York, N. Y., are the publishers of an extremely interesting booklet concerning the Sanitary Disposal of Municipal Waste. The company state: "The greatest problem now before the American people is municipal cleanliness. The wastage of every city must be disposed of every day or the people perish. The key to cleanliness is not a broom—but fire, because heat is the great transformer. Modern science and engineering skill have made it possible to transform a valueless menace to life and health, into safe and useful materials having a real commercial value." It is to this important subject the pages of this book are devoted and the reader is invited to carefully examine all that is contained in them, because the facts are correctly presented, and the deductions based upon them will be found to be born out by practical experience upon a commercial scale. The booklet is illustrated throughout with views of Destructors situated at various places, and also has many fine sectional views of their productions.

♦

Flint & Walling, Kendallville, Ind., in presenting to the trade their catalogue No. 42 have supplied a book that will be found valuable to all dealers in goods of their line. The catalogue is illustrative and descriptive of the Star Windmills, Hoosier and Fast Mail Pumps with a complement of auxiliary goods produced by Star manufacturers. The company warrant their Star Mills and Towers of all kinds and sizes and all goods they manufacture, to be made of first-class material, with best of care and workmanship, when assembled and erected according to their instructions and cared for properly, to resist any winds that do not damage substantial buildings, or other wind mills in proximity for one year from date of erection. They agree to furnish free of charge at factory, all repairs needed within said year caused by faulty material or workmanship. They further guarantee Star Windmills to perform as much work, and more, than any other mill manufactured, and that in lighter winds. The above catalogue contains 250 pages in the course of which the company give a full list of their private telegraph code. The book is well bound and throughout is finely illustrated.

♦

Wife—George, that cigar certainly is dreadful! Do let me save money and buy your cigars, as Mrs. Binks does for her husband.

George—This is a cigar that Binks gave me.—*Chicago News.*

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We Want Foreign Agents

AND TO GET THEM QUICKLY, WE ARE MAKING THE FOLLOWING LIBERAL PROPOSITION FOR THIS MONTH:



No. 4 SQUARE

NO. 4 SQUARE COPPER TANK, Retails $6.00 each

13 gallon food capacity. 6 Cookers in a box. Measurements and weights of boxes holding six: Gross weight, 120 lbs. Net weight, 90 lbs. Cubic feet in 6, 11¼.

$34.50 PER DOZEN, F. O. B., NEW YORK



No. 3 ROUND

NO. 3 ROUND COOKER, Retails $6.00

10 gallon capacity. 12 cookers in a box, nested, solid. Measurements and weights, 12 in a box: Gross weight, 150 lbs. Net weight, 120 lbs. Cubic feet in 12, 11½.

$32.00 PER DOZEN, F. O. B., NEW YORK

ADVANTAGES

1. Cooks entire meal over one burner, any style stove.
2. SAVES 50 PER CENT. IN FUEL.
3. Food CANNOT be burned.
4. Food always steaming hot.
5. Food not spoiled by waiting meal.
6. SAVES 50 PER CENT. IN FOOD.
7. Meats always tender. No evaporation. SAVES 25 PER CENT. IN MEAT BILLS.
8. Steam cooked food always easily digested. Cures dyspepsia.
9. SAVES 50 PER CENT. IN DOCTORS BILLS.
10. Cooker once filled will cook entire meal from soup to dessert without further attention. Can't overcook.
11. SAVES 50 PER CENT. IN LABOR.
12. TAKES THE PLACE OF A COOK OR MAKES A GOOD COOK OUT OF A POOR ONE. NO MISTAKES.

These are our best sellers, but we make Twenty Different Styles of Cookers. Boxed ready for steamer. Order direct or through export house; in latter case, mail duplicate order to us to avoid errors.

We manufacture a full line of KITCHEN SPECIALTIES AND BLUE FLAME WICKLESS OIL STOVES.

All styles and sizes, prices $3 to $22; 30 per cent. discount. Prices in U. S. Currency or its equivalent.

HANDSOMELY ILLUSTRATED CATALOGUE FREE.

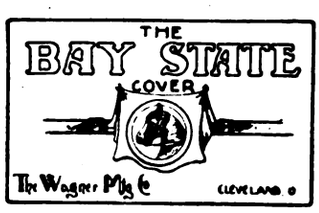
"O-HI-O" Steam Cooker & Oil Stove Co.

115-125 JEFFERSON STREET TOLEDO, OHIO, U. S. A.

THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterproof Duck Horse and Wagon Covers

The Wagner Mfg. Co.

CLEVELAND, OHIO

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SUCCESS MAKES DEMAND---DEMAND MAKES TRADE



PETERS FACTORY

Loaded Shells

HAVE BEEN

Successful Everywhere

IN

TRAP AND GAME SHOOTING

Peters Cartridges HAVE MADE AND HOLD THE WORLD'S RECORDS

WON THE INDOOR RIFLE CHAMPIONSHIP IN
1898, 1899, 1900, 1901, 1902 and 1903.

At the Sea Girt Meeting 1903 was First in Rifle, Revolver and Pistol Matches

Peters Ammunition is sold by all progressive dealers

BOOKS ON SHOOTING FREE

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T. H. KELLER, MANAGER.

Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Charles G. Grubb, Pittsburg, Pa.
F. B. Chamberlain Co., St. Louis, Mo.

The Peters Cartridge Co.

CINCINNATI, OHIO

The H. L. Feasel Company

277 Broadway, New York

MANUFACTURERS OF

METAL POLISH

Paste and Liquid

BEST IN THE WORLD

ALSO

Copper, Iron and Steel, Furniture, *(perfumed)*

Gold and Silver Polishes

FLOOR OIL (perfumed) and DISINFECTANT (liquid)

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DESIGNS on above order are appearing in the leading national magazines and the agricultural press. Our broadcast, aggressive advertising campaign exploits the superior features of **Stevens' Firearms** direct to more than **15,000,000** people! Get the benefit of our consistent co-operation by putting in a line of the **"Stevens."** Our goods move readily, steadily and all the time.

We Manufacture a Complete Line of

RIFLES, PISTOLS, SHOTGUNS

Ask Your Jobber for the "Stevens"

SEND FOR CATALOGS

J. STEVENS ARMS & TOOL CO.

255 MAIN STREET
CHICOPEE FALLS, MASS.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.—The Standard Hardware and Electric Company has been incorporated for carrying on electrical construction and Hardware business, by Charles E. Goodrich, Bernard L. Johnson, Jacob E. Thomas, Henry W. King and Joseph Sollers, Jr. Capital stock, $10,000.

Brewer, Me.—George E. Homestead has opened a new Hardware store on Wilson Street near the Ferry Slip.

Buck Creek, Ind.—The Buck Creek Hardware Company has incorporated with a capital stock of $2,000. Directors: W. H. Vaughn and John C. Eckhart.

Buckhannon, W. Va.—Buckhannon Hardware Company has been incorporated to do a retail or wholesale Hardware business; capital, $100,000. Incorporators: W. P. Fowkes, J. F. Lathhain, J. R. Ridgeway, J. C. McWhorter and W. G. Young, of Buckhannon, W. Va.

Haverhill, Mass.—Hanscom & Potter, a new Hardware firm, have opened a store at 32-36 Main Street. A full line of goods is exhibited and it will be possible to secure all kinds of Hardware and builders' supplies, pocket and table cutlery, iron and steel, blacksmiths' supplies, mowing machines, horse rakes and agricultural implements, paints, oils, varnishes and painters' supplies, field, lawn and garden seeds, fertilizers and drainage pipes, etc. It will be without doubt one of the best equipped Hardware stores in this section, outside of Boston.

Jersey City, N. J.—John S. Menagh Company has been incorporated to manufacture paints, oils, Hardware, etc.; capital, $70,000. Incorporators: John S. Menagh, Preston S. Menagh, 134 Newark Avenue, Jersey City; Frank E. Menagh, 170 Pavonia Avenue, Jersey City.

Lansdowne, Pa.—William L. Rementer, who has been summering in Europe, will upon his return, open the store on Lansdowne Avenue, formerly occupied by the Surburban Gas Company. He will carry a full line of Hardware.

Marion, Ill.—Duncan-Baker Hardware Company has been incorporated; capital $25,000. Incorporators: John H. Duncan, M. L. Baker and James R. Spiller.

Morganfield, Ky.—Whitsell & Northern, a new Hardware firm, are opening their big stock in the T. N. Givens brick building on Adams Street and have on the ground the lumber for building a large wareroom in the rear. The new firm are preparing to do business on a large scale.

Nicholville, N. Y.—A new Hardware store will be opened by Henry Blanchard by October 15th.

Riverside, Cal.—George F. Mott has opened a large new Hardware store with a very fine stock of goods.

Rockdale, Texas.—The Coffield Hardware Company has formally opened for business in the Randle Building.

Social Circle, Ga.—The Almand Hardware Co. have recently been incorporated with branch houses at Conyers and Mansfield.

Stevens Point, Wis.—Geo. Olson and Brother are putting up a new Hardware store here. It will be 50x60 feet in size, two stories. They will be ready for business by the middle of October.

St. Johnsville, N. Y.—Earl Morford has opened a stove and tinware store.

Changes.

Altoona, Pa.—Forney Brothers, the Hardware dealers, have made a number of improvements and enlarged their store at Eighth Avenue and Twelfth Street. They added a 50 foot extension to the store, making it 120 feet in length, with an eighty foot stock room on the second floor. The basement has been fitted up as a first-class workshop.

Barberton, Ohio.—A new factory that will employ 800 men has been secured for Barberton. It is that of William Cardan & Sons of Brooklyn, N. Y., manufacturers of machinists' tool castings.

Belleplaine, Kan.—Harold Watson has bought the interests of I. F. Steele in the Hardware and grocery firm of Cromwell & Steele and they are now moving into the new store building erected by John G. Siceloff.

Byran, Ohio.—The Columbia Hardware Company, composed of Theo. Kampf and A. F. Gleason, has dissolved. Mr. Gleason expects to move to Toledo, there to enter business. Mr. Kampf will run the store here in the Kampf Building on Main Street. This is one of the largest Hardware stores in this section of the country.

De Land, Ill.—Frank Armstrong has purchased a half interest in the Hardware business of W. T. Higgard.

Falls City, Neb.—Loucks & Jones have sold their farm implement business to Ernest Werner and John Mosiman, the new owners to take possession at once. Loucks & Jones have been in business here for many years and had built up a good trade.

Lebanon, Pa.—Stockholders of the Lebanon Stove Works at a recent meeting voted to increase the capital stock of the corporation from $200,000 to $300,000 and reducing the par value of the shares from $50 to $10.

Jonesboro, Tenn.—J. S. Byrd announces the dissolution of the partnership of Byrd-Lowry Hardware Company,

Massillon, Ohio.—Within a very short time the two-story brick building now occupied by the Charles Oberlin Hardware store, in North Erie Street, will be remodeled. An entire new front will be put in and an extra story added to the building. Other improvements will be made about the building.

Orrick, Mo.—Ed. L. Hunt has sold his stock of Hardware and farm implements in Orrick, the purchasers being Charles Brown of this place and I. C. Brown of Hartwell, Ky.

Pittsfield, Mass.—James Kittle has sold out his interest in the Berkshire Hardware Mill Supply Company to W. S. Smith and James A. De Camp, the other members of the firm.

Oelwein, Iowa.—The Howard Hardware Co., has sold out to Fred. Field, and Mr. Field is now in charge.

Princeton, Ill.—J. B. Morton has purchased the Hardware stock of Harris & Stickel, at the South End, and has taken possession. Mr. Morton will carry a full and complete stock of Hardware.

Springfield, Ill.—M. Reinhardt & Sons, Hardware dealers of this city, have broken ground for the erection of a new business building, to be two stories in height. The building will be constructed on Sangamon Street.

Topeka, Kan.—A $1,000 one-story warehouse and brick addition will be built on the business building at 706 Kansas Avenue, as additional warehouse room for the Coughlin Hardware Company, which now occupies the building.

Tuscola, Ill.—Mr. Coddington, of the firm of Coddington & Bauman, of this city, has purchased the stock of Hardware, buggies, wagons and implements of Martin Bros., at Garrett, and has placed Elmer Timmons, of Atwood, in charge of the business.

Waynesboro, Pa.—The Hardware store of Demuth & Englar, No. 20 East Main Street has passed into the ownership of Frank L. Gilbert and H. Clarence Gordon. The firm of Demuth & Englar will be dissolved because D. Fred. Englar, the junior member, desires to return to Carroll County, Md., where he has large business interests, and from which place he came to Waynesboro a little over two years ago. He purchased an interest in the Hardware store of J. H. Gehr and the business was conducted under the firm name of J. H. Gehr & Co., from July, 1901, to July, 1902, when Mr. Gehr sold his interest to John Demuth. During the past year and a few months the firm name has been Demuth & Englar. The new firm took possession October first.

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The **Standard of Quality.**

They cover more surface, wear longer, brush smoother, and give better results generally than any paint made.

WRITE FOR EXCLUSIVE TERRITORY.

THE FOREST CITY PAINT & VARNISH CO.

CLEVELAND, - OHIO.

SHOE KNIVES,

Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Cigar Knives, Screw Drivers, etc.

All of unsurpassed quality.



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C. J. Kimball Co.

BENNINGTON, N. H., U. S. A.

NEARLY 3/4 OF A CENTURY

IN THE MANUFACTURE OF

Edge Tools and Machine Knives

Of every Description. We know how to make them perfect.

Everywhere they are recognized as the standard of excellence.

THE HIGHEST AWARD

Was given us at Pan-American and Paris Expositions.

ARE YOU HANDLING THEM?

If not, write us for Catalogue and Prices, within reach of all.

MENTION "HARDWARE"

The L. & I. J. WHITE CO.

BUFFALO, N. Y., U. S. A.

"NICE"

Fillers, Varnishes, Paints



EUGENE E. NICE

272-274 South 2nd St.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Camden, N. J.—Rudolph Hardware Company has been incorporated to manufacture Hardware at No. 419 Market Street; capital, $100,000. Incorporators: George J. Rudolph, H. F. Robinson and Richard L. Hoolahan.

Dallas, Texas.—Ajax Mills has been incorporated; capital stock $2,000. Purpose to manufacture and sell waste, twine, batting and other like articles made from rags, fibre or wool. Incorporated by W. G. Tice, G. A. Burbank and Ed. H. Love, all of Dallas.

Elmira, N. Y.—The Elmira Novelty & Specialty Company has been incorporated with a capital stock of $100,000. The purpose of this company is to manufacture the Eureka Scissors and Shears Sharpener, the Daisy Combination Draughting Board and the Perfect Pencil Sharpener. The company expects to start business and the manufacturing of the products at once. The officers of the company are President James H. Van Tassell; vice-president and treasurer, James N. Thornton; general manager, Frank Depew, of New York City. The company will open offices in Room 2 of the Lyceum theatre block in this city next week.

Hudson, Mich.—The Chamberlin Ryder Manufacturing Co., has been organized with the following officers: H. G. Chamberlin, president; A. W. Cooper, vice-president; E. E. Cole, secretary; Edwin Eaton, treasurer; A. V. Ryder, general manager. The capital stock of the company is $35,000 and it will manufacture a general line of farming tools.

Jersey City, N. J.—American Flexible Stay-bolt Company has been incorporated; capital, $200,000. Incorporators Edward Allen, Charles G. Tate and George E. Reynolds, of Pittsburg, Pa The company will mine and deal in iron, steel and other metals.

Lockport, N. Y.—A file manufactory, capitalized at $40,000 will be located here. J. S. Layburn of Rochester, formerly connected with the Ager File Works of this city, will be the father of the concern.

New York, N. Y.—Hayden Implement Company has been incorporated; capital, $100,000. Directors—H. A. Hayden, M. B. Mendham and L. P. Mendham, New York.

Plainfield, N. J.—The Plainfield Tool and Equipment Company has been incorporated, with Joseph B. Longhead, Robert H. Linder, Robert W. Barwood and Peter J. McDonough, incorporators. Capital stock, $100,000.

St. Louis, Mo.—Seidel Manufacturing Company has been incorporated; capital stock, $20,000. Edward B. Seidel, St. Louis, James Calhoun and Nellie E. Seidel of St. Louis and Claude S. Magner, Chicago. To manufacture and deal in Hardware specialties.

Washington, D. C.—The Federal Bolt & Rivet Company has been incorporated. Capital stock, $1,000,000, with John L. Dement, P. H. Kennedy, Clarence D. Wright, of Washington, Edwin E. Cook and Robert M. Nelson, of Cleveland, Ohio, incorporators.

Waterbury, Conn.—Messrs. Stein & Moran of New York have leased the old factory once occupied by the Empire Knife Company and will manufacture a new acetylene gas lamp there. The main office will remain in New York. New machinery, which will be made, is to be put in, and several months will elapse before the concern will start up work.

Ypsilanti, Mich.—The Comstock Sash Lock & Novelty Co. has been incorporated. Capital $200,000. A factory has been rented and the company will commence the manufacture of all sorts of metal novelties.

Changes.

Fullerton, Pa.—The Dent Hardware Works at Fullerton will enlarge their plant by the erection of a new foundry, warehouse and paint shop. The foundry and warehouse will measure 70x100 feet, and the paint shop 40x65 feet.

Mc Kees Rocks, Pa.—The destruction of the wire-drawing plant of Kidd Bros. & Berger, has resulted in the decision of that firm to remove its works farther down the Ohio River. Foundations have been laid for a new wire-drawing works at Aliquippa, adjoining the works of the Vulcan Crucible Steel Company. The new wire plant will be larger than that at McKees Rocks, and the number of men employed will be materially increased.

Havana, Ill.—The new shovel and steel company, called the Crescent Handle and Shovel Company, that will be located on the grounds of the Metal Wheel Company, has elected O. B. Thorp president.

Kalamazoo, Mich.—The G. J. Bremer Machine and Tool Co. has decided to remain in Kalamazoo instead of removing to Benton Harbor, as was announced some weeks ago. Additional capital to extend the business as desired has been secured and G. J. Bremer retires from the firm. F. J. O'Hara, of Detroit, and J. F. Russell, of this city, have taken an interest in the concern. Fred G. Bremer will remain as secretary.

Marquette, Mich.—The local men who have held stock in the Crystal Falls Woodenware Co., whose butter-dish and clothes pin manufactory at Crystal Falls was completed several months ago, have sold their holdings to H. P. Lucas and Wm. Cotton, of Escanaba. The purchasers are heavy stockholders in the big Escanaba woodenware plant, which is controlled by the trust, and while Frank Lucas still retains his majority stock of the Crystal Falls concern, it is presumed that the deal just closed has taken the latter company from the list of independents. The clothes pin department of the Crystal Falls factory is said to be the largest in the world.

Syracuse, N. Y.—J. A. Rose, inventor of the iceless refrigerator, has received several orders for his invention. He is arranging now to organize a company to manufacture refrigerators upon his patents.

Torrington, Conn.—The Union Hardware Company of Torrington certifies a reduction of its capitalization by the announcement of the retirement of its preferred stock.

Tewksbury, Mass.—The powder house situated on the farm of Porter Livingston has been ordered removed. The nearest house is 500 feet away, and the board of selectmen realizes that such a separation is insufficient.

New York, N. Y.—Purity Enameled Ware Company has been incorporated; capital $1,000 and directors: William L. Frank and A. H. Thiele, of Brooklyn; Bernard Hornburg, of Manhattan.

Taunton, Mass.—Lincoln & Williams are the new owners of the Field No. 2 Tack Works, having purchased the plant from the syndicate which secured it at the recent auction of the Atlas Tack corporation's property in this city. The members of the firm were formerly connected with the Lincoln & Wood Works, and have long experience in the making of drills, etc., which will be the product of the new company. They take possession at once, and are busy fitting their newly acquired mill for the work. It will be a decided accession to the industrial plants of Taunton.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

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The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

STYLE OF IMPRINT

123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



Household Brushes

of all descriptions

Midland Brush Mfg. Co.

263 West Lake St. Chicago.

Send for catalogue.

THE SCHWERDTLE STAMP CO.,
TENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH PLATES-CHECKS
BRIDGEPORT, CONN.

Window Screens, Screen Doors, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

The A. J. Phillips Co.,
FENTON, MICH.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



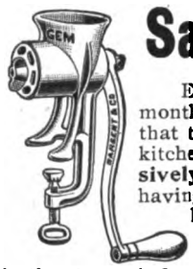
Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
GENEVA, OHIO.

NOW IS THE TIME

TO PUT TO THE FRONT

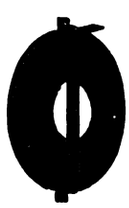


Sargent's Gem Feed Chepper

Every season has its calls for the GEM, but during the next few months they will sell fast. Are you ready? Have you a full stock so that the housekeepers of your vicinity can purchase this popu ar kitchen specialty at your store? **We are advertising more extensively than ever** in the favorite magazines read by women, and are having more responses to our advertising from progressive housekeepers who want the best utensils in their kitchens. It will pay you to follow up our advertising by distributing slips bearing your imprint which we will furnish, by displaying the GEM in the store window with some of our new show cards and by using in your local paper the electrotyped ads we supply. Our new "Descriptive-Suggestive" pamphlet will interest you; it suggests many methods to increase your sales of the GEM. Send for a copy.

SARGENT & COMPANY, Manufacturers,

New Haven, Conn. New York, Philadelphia. Boston. Chicago.



BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



Kretsinger TRADE CUT-EASY HOOK MARK

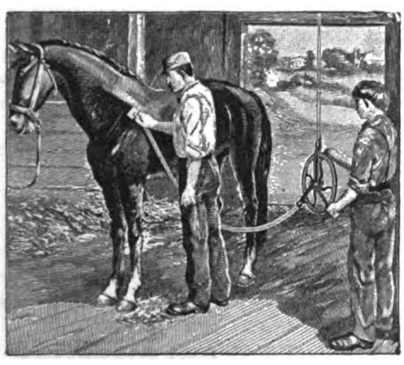
DO YOU SEE THAT EDGE?
IT'S SINUOUS.
IT'S BEVELED.
IT'S SHARP.



FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., ...MAKERS.... **FORT MADISON, IOWA.**

HAND CLIPPERS SKINNED TO DEATH



20th Century Clipper

LIST PRICE ONLY $5.00. Costs but little more than a hand Clipper and does 100 times the work.

This machine weighs only 15 lbs. Turns easy and cuts fast.

Packed in a small box, 14x14¾ inches, and sell like hot cakes, as the extremely low price brings it within the reach of every man owning a horse.

How's Your Stock? Now's the time to order

Catalog describing every modern type of Clipper sent on request.

MADE BY **Chicago Flexible Shaft Company**
106 LaSalle Avenue, CHICAGO
NEW YORK OFFICE, 97 Chambers Street.

We make more than 90 per cent. of all the Clipping Machines sold.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Buffalo, N. Y.—The Salem G. LeValley Company has been incorporated with a capital stock of $30,000, and will deal in all kinds of sporting goods and sportsmen's supplies. The company will begin business on a capital of $24,000. The directors are Mary LeValley, Edward Cox and Stephen T. Lockwood.

Chicago, Ill.—Chicago Rifle Manufacturing Company has been incorporated. Capital $50,000; manufacturing firearms; incorporators C. I. Backus, J. W. Decon, F. L. Fairbank.

Columbus, Ohio.—The Oscar Lear Automobile Company has been incorporated. Capital stock, $30,000; by Oscar S. Lear, E. J. Miller, B. W. Gilfillan, W. Guy Jones, W. H. Holiday.

Defiance, Ohio.—The La Fave Arms Company has been incorporated. Capital stock, $40,000; by T. T. Ansberry, J. H. La Fave, A. F. Kruse, A. M. Kruse and George T. Farrell.

Changes.

Ashtabula, Ohio.—Edward McClintock has closed his bicycle shop on Center Street in the Smith building.

Henniker, N. H.—The factory recently vacated by A. J. Foster has been leased to the K. and C. Manufacturing Company, manufacturers of bicycle and automobile rims. They will commence work at once.

Huntington, Mass.—E. E. Morand, the bicycle dealer, has moved his headquarters from Arnold Street to Elm Street. This place Mr. Morand is fitting up in modern shape, having plenty of room and with an entrance on both Elm and Thomas Streets.

Northampton, Mass.—Geo. W. Williams, who opened a bicycle repair shop in Sullivan's Block about six months ago has sold out his stock, preparatory to removing to Dayton, Ohio.

Springfield, Mass.—Messrs. Whitten & Cameron have dissolved partnership, C. E. A. Cameron retiring from the firm. J. E. Whitton and E. R. Clark have formed a partnership and will continue the bicycle and automobile business at 280 Worthington Street and 157 Dwight Street.

West Warren, Mass.—Nicholas Ricard has given up his bicycle business located in Main Street and has accepted a position with a New York firm.

Fires.

Lake Hopatcong, N. J.—The shipping house of the American Forcite Powder Works at Landing, Lake Hopatcong, was totally demolished by an explosion, which caused a fire and destroyed two other nearby buildings, one of which was the packing house, containing a large quantity of dynamite in tubes, while the other had in it about 8,000 empty packing cases. The two buildings and their contents made a fire which lighted up the country for miles around, but there was no further explosion. In the shipping house there were upward of one hundred cases of dynamite, each containing about seventy-five pounds of the explosive. Near the door there stood a loaded car filled with cases ready to be hauled to a magazine. Where this car stood the hole in the ground was deepest. The shipping house had, in some unexplained manner, caught fire, and this caused the explosion, the report of which was plainly heard in Dover, eight miles away.

Punxsutawney, Pa.—The Drummond Cycle Company was damaged to the extent of $15,000 on which there was an insurance of $2,500.

Saratoga, N. Y.—The Putnam block, was damaged by fire, which originated in Fred Hawkin's bicycle store and extended to Ira C. Barber's market. The loss is $5,000.

Walsenburg, Colo.—The Bicycle shop of B. C. Newlove was damaged to the extent of $450, with no insurance.

Embarrassments.

Worcester, Mass.—In the foreclosure of a mortgage given by Charles S. Wood to Dana M. Dustan, an auction of personal effects of the former was held at 22 Thomas Street by Henry M. Clarence, acting for Myra A. Dustan, assignee of the instrument. The fixtures of the store and a lot of guns were sold to various bidders and brought $200. The remainder of the property, comprising sporting goods, valued at about $1,400, were sold at 31½ cents on the dollar to A. B. F. Kinney & Co.

Miscellaneous.

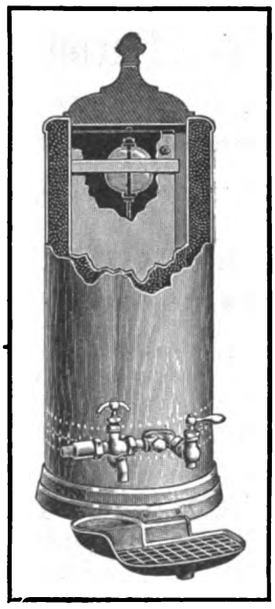
Jellico, Tenn.—The Jellico Powder Works has commenced operations. Although the plant was started nearly a year ago, taking into consideration its capacity and the difficulty to get machinery made, the builders have done remarkably well. It was started to be a 100 keg per day mill but it ought to be more than 1,000. Orders have been filed for shipment beyond the owners' most sanguine expectations.

Newark, N. J.—Plans have been completed for the formation of a corporation to include the Du Ponts, of Wilmington, Del., and the International Smokeless and Chemical Company of Philadelphia with the object of controlling the manufacture of smokeless powder in this country.

New York, N. Y.—Treinis Bros., who were at 88 Chambers Street, New York, until burned out September 15, have reestablished themselves in new quarters at 498-500 Broadway, between Broome and Spring Streets, and will make a determined effort to get a new line of their goods speedily in the market. They manufacture Football and Baseball Suits and a general line of Boxing Gloves, Catchers' Gloves and Mitts, Punching Bags, Platform Punching Bags and similar goods for athletic and sporting purposes.

The Nysa Hygienic Water Cooler

The Most Perfect Water Cooler in the World.



WHY?

1. The Materials used are the most durable.
2. The Water Reservoir is the best German Enamel Ware.
3. It is the only Cooler made in which the water and ice are separated.
4. The Quality of ice need not be considered, as it is separated from the water.
5. It is made with a view of using the minimum quantity of ice in cooling.
6. It can be attached direct to water supply, filling automatically or can be filled in the usual way.
7. It is the only cooler in which water can be cooled without changing its properties.
8. It is the only Cooler arranged to connect with the sewer to carry off all waste.
9. It is the most ornamental, compact, convenient, economical, durable and perfect Water Cooler in the world.

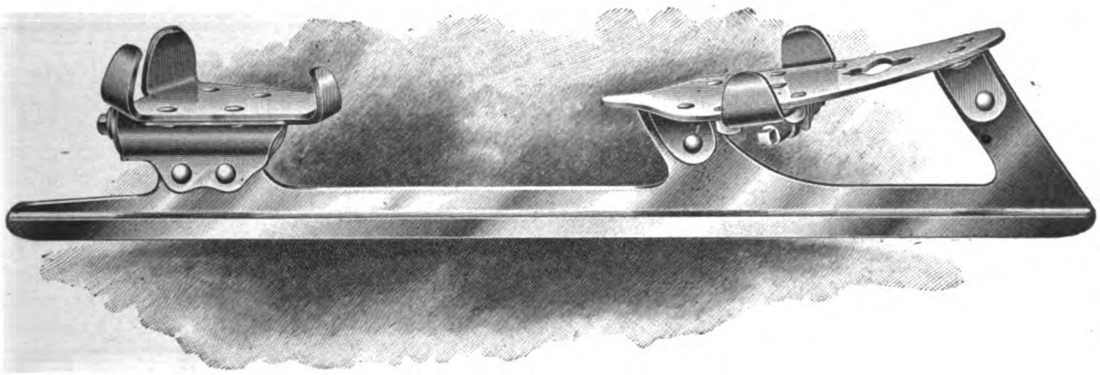
WRITE FOR PRICES AND DISCOUNTS

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SQUIER FILTER CO., Dayton, O.

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WINSLOW HOCKEY SKATE



WINSLOW'S HOCKEY NUMBER 1360

Made from welded steel and iron, hardened and tempered, and every pair warranted. The runner is the flanged model. We make all kinds of Ice and Roller Skates, which are illustrated in our 1903 catalogue, which will be forwarded upon request. We are also makers of the only practical Ankle Brace ever made.

THE SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY



THE AMERICAN MFG COMPANY. BATTLE CREEK, MICH. MANUFACTURERS OF SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET



AN UNIQUE INVENTION

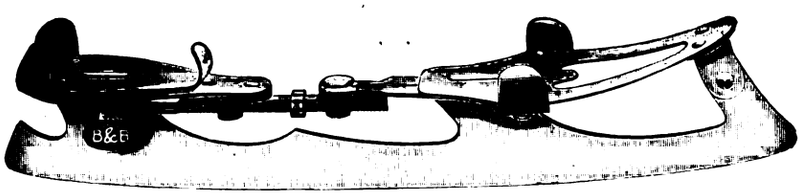
Patented January 13, 1903

An independent even spooling device that can be attached to many kinds of quadruple Fishing Reels, converting them into automatic even Spooling Reels in less than five minutes, and reducing the cost of a heretofore expensive luxury more than half. No Reel is complete without an even Spooler. They improve casting and general utility. We have something of interest to say to retail dealers. Write for descriptive catalogue of even Spooler, Fish Hook Shield, Lightning Fish Scaler, Spring Shot Gun Cleaner and small bore Rifle Cleaner.

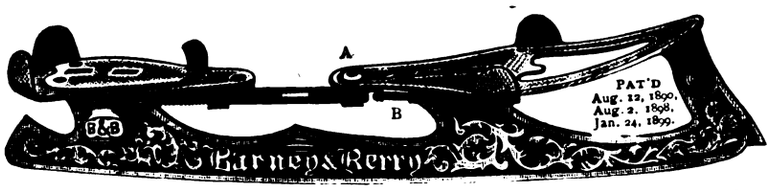
A. W. BISHOP & SON, Racine, Wis.

Barney & Berry Ice Skates

FROM THE CHEAPEST



TO THE BEST

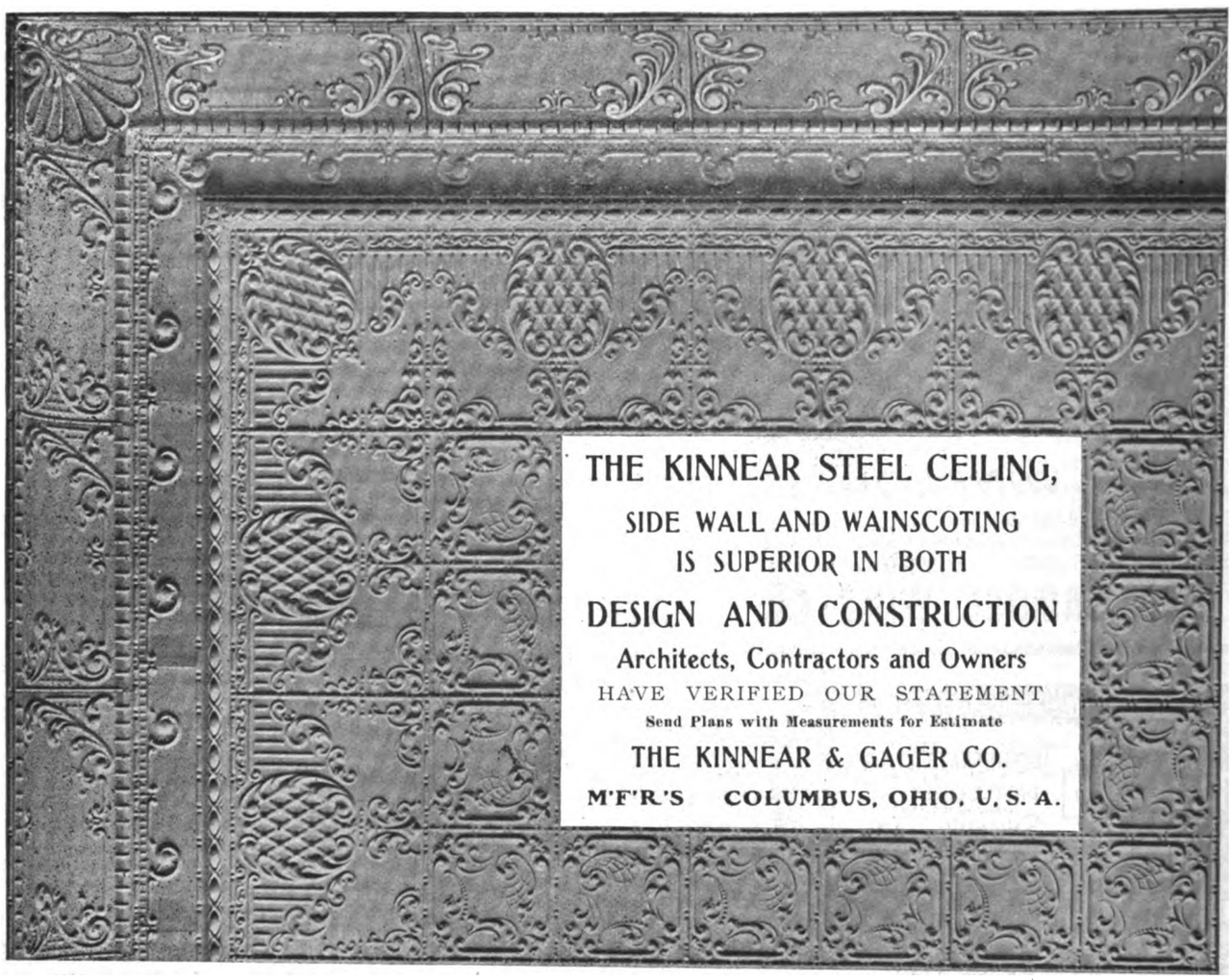


ARE WHAT OUR PAST RECORD HAS LED YOU TO EXPECT

WE HAVE A NEW AND ATTRACTIVE
CATALOG
telling all about them ; MAILED ON REQUEST

YOU KNOW THE QUALITY **BARNEY & BERRY** SPRINGFIELD, Mass.

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Learn Advertising

There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced em ployees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for him self a place in the advertising world.

Many of those who have followed my instructions now hold positic ns with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of an. other large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Litera- ture. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual ad" vertising business. It is therefore the most practical course. "A Busi- ness Course for Business Men."

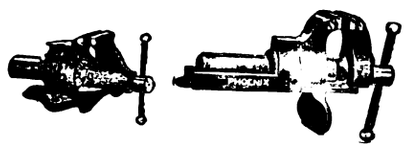
If you are dissatisfied with your present salary, if your work is un congenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES.
28 SPRUCE STREET,
NEW YORK.

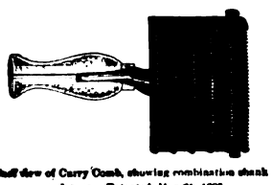
SHEET METAL STAMPING, BLANK- ING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.
HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.



HARDWARE SPECIALTIES
MANUFACTURED BY
PHOENIX HARDWARE MF'G. CO.
PHOENIX, N. Y.
VOIGT, STARR & CO.
AGENTS,
84 & 86 Chambers St.,
NEW YORK.





Sectional view of Curry Comb, showing combination shank brace and ring. Patented May 21, 1889.

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Ideal
REGISTERED TRADE MARK

Steel Enameled Ware

We manufacture our Triple-Coated Ware in blue and white, green and blue Venetian, or any other colors.

... OUR SPECIALTY ...

Double-Coated Gray Mottled Ware. We are selling it 46 per cent. cheaper than our competitors. The quality of our goods speaks for itself. It is customer winning.

Tinware and Galvanized Ware

We are booking and executing orders for a full line of all the above wares for immediate delivery. One trial will convince you of their excellence as sellers.

"No Trust"

We are not "association members"—we have no "trade agreements"—we, therefore, can and do sell our wares at lower prices than our competitors.

Our catalogue tells all. We have also issued a new net price list of Tin and Galvanized ware. Shall we send them? Mention Hardware.

NEW ENGLAND ENAMELING CO., MIDELETOWN, CONN.

H. Ginsburg, Sales Agent, 61 BEEKMAN STREET NEW YORK

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GOOD AGENTS WANTED TO SELL





PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

AGENTS WANTED



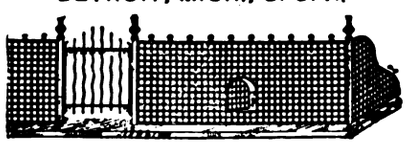
FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

ADAM'S STEEL & WIRE WORKS,
Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.
Send for Catalogue.



W. J. ADAM, JOLIET, ILLINOIS.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Hardwaremen's Exchange.

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad received less than three lines.*

For Sale.

STOCK HARDWARE, Paint, Oils and Stoves. $9,000 to $12,000; located midway between New York and Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owner's desire to retire. Write for particulars. Address Builders' Hardware, care HARDWARE, 309 Broadway, New York. No. 74

Position Wanted.

WANTED—Position as salesman. Either indoor or traveling. Several years experience in both lines with large concern. Best of references. Address M. M., care "Hardware."

Agencies Established.

I AM in a position to establish Agencies in Cincinnati territory for manufacturers of specialties to hardware dealers, etc. References furnished. Wm. Thorburn, R. F. D., Covington, Ky. 77

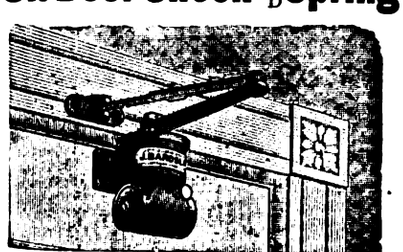
Side Line Offered.

All Steel Sash Pulley, to be sold to Sash Manufacturers and Hardware Jobbers. Good Commissions. Will give exclusive agency in large cities to right parties. Fred. F. Bischoff & Co., Chicago, Ill. 78

Salesman Wanted.

SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

THE "BARDSLEY" Oil Door Check AND Spring



HAS new and improved features; is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door, and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A, each, $3.50 Size D, each, $6.00
" B, " 4.00 " E, " 7.00
" C, " 5.00

Liberal Discount to the Trade.

JOSEPH BARDSLEY,
147-151 Baxter St., New York City.
Boston, Mass., 19 Pearl Street. Chicago, Ill., 86 Lake St.
San Francisco, Cal., 519 Mission Street.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Situation Wanted.

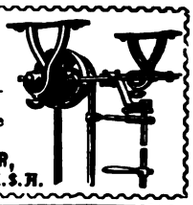
BY YOUNG GERMAN, acquainted with Hardware business; has handled American goods in Germany. Will accept almost any position with reliable concern where promotion is possible. Address E. S., care of "Hardware."

To Let

Desirable office rooms; suitable for Manufacturers Agents with sample lines Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.

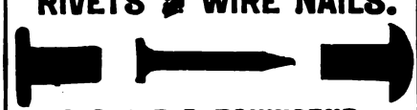
PRATT'S CONE BELT SHIFTER



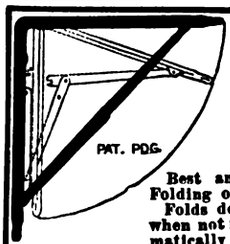
SAVES time to the manufacturer, trouble to the operator, and wear to the belts. Send for Circular.

CHANDLER & FARQUHAR,
131 Congress St., Boston, U. S. A.

RIVETS AND WIRE NAILS.

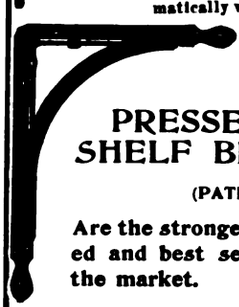


O. O. & E. P. TOWNSEND,
New Brighton, Penn.



GRIFFIN'S FOLDING BRACKET

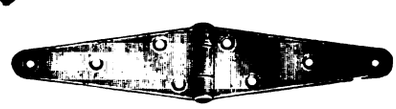
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

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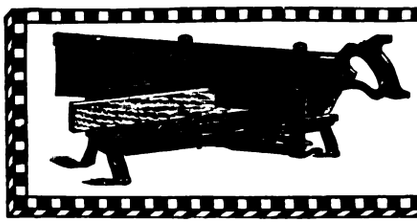
BETTER STEEL, GREATER WIDTH AND HEAVIER GAUGE

are three points of superiorty in the "STERLING" HACK SAW BLADES and account for their popularity.

They will cut all kinds of metal, and they are the most economical blades sold, because they are the most durable. You have no waste of time or material, by having to true up ends of crooked cuts. We shall be glad to have the name and address of any dealer who does not keep them.

DIAMOND SAW & STAMPING WORKS, Buffalo, N. Y., U. S. A.

ESTABLISHED 1867
THE STORM MANUFACTURING CO
The Largest and Leading Makers of
Dumb-Waiters and Hand Elevators
NEW YORK OFFICE, 113 CHAMBERS ST
FACTORY & MAIN OFFICE, NEWARK, N. J.

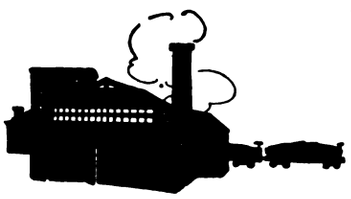


The New Marsh-Langdon Improved Miter Boxes
Corrugated Iron Bed Plates never warp & Split
Manufactured by
H. C. Marsh
1 Race St Rockford, Ill.



Consult the Molder
and you will handle the
DOBSON MOLDERS' TOOL
Est'd 1886
WM. DOBSON
Canastota, N.Y

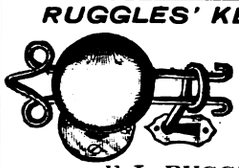




WE are the largest manufacturers of graphite products in the world. We make every article which can be made from graphite for uses in the arts and manufactures. If you are interested in any graphite products ask for booklet 54-k.

JOSEPH DIXON CRUCIBLE COMPANY, Jersey City, N. J.

RUGGLES' KEY BOLT



Retail Price
5 cents each
A device to prevent the key from being turned in the lock from the outside.
E. L. RUGGLES,
234 AVENUE A. BAYONNE, N. J.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE

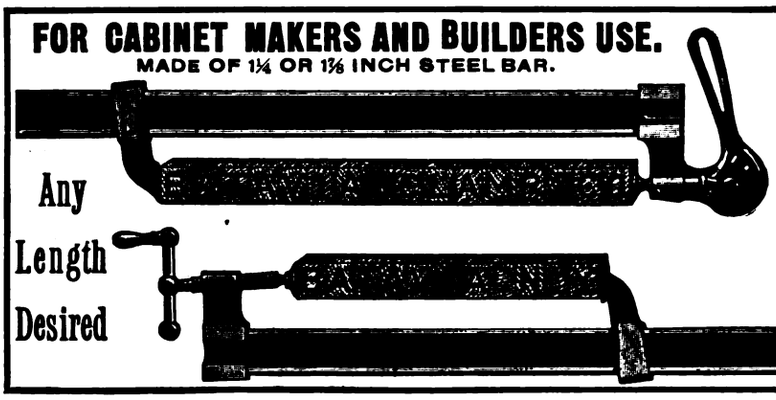


does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the wholesale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and 'XL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

FOR CABINET MAKERS AND BUILDERS USE.
MADE OF 1¼ OR 1⅛ INCH STEEL BAR.



Any Length Desired

Send FOR Catalogue AND Price List.

THE DANDY SINK CLEANER
A Perfect and Complete Household Specialty.



A Sink Cleaner and Shovel Combined.
Tidy housekeepers will throw away the dirty sink broom and buy the DANDY SINK CLEANER on sight.
TRY IT AND BE CONVINCED.
For sale by all Wholesale Hardware Dealers and by the patentee and manufacturer.
John W. Sudlow. 986 HALSEY ST., BROOKLYN, N.Y.



HOUSEHOLD DAMPER - RADIATOR

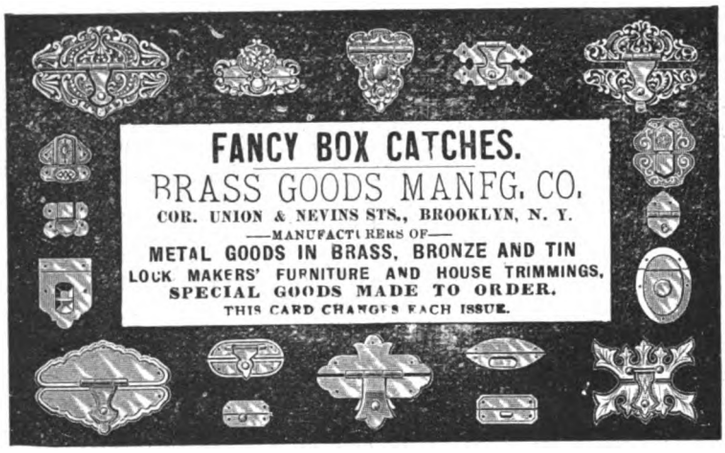
Prevents the heat from going OUT OF THE CHIMNEY. Can be used with ANY KIND of fuel. Nothing to clog or get out of order. Easily adjusted. Easy, too, to SELL, as it is not only the BEST but the CHEAPEST.

Our magazine advertisements are bringing in thousands of inquiries. Let us refer those from YOUR town to YOU. We fill no mail orders from localities where we have a representative. Send for circulars and prices.

HOUSEHOLD MFG. CO., Pearl and Swan Sts., Buffalo, N. Y.
GENERAL EASTERN REPRESENTATIVE
LEONARD R. WINTERS, 103 READE STREET, NEW YORK, N. Y.

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WRITE FOR QUOTATION



GET OUR PRICES BEFORE ORDERING

Mention "Hardware."



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE AMERICAN STEEL ROOFING CO.

Middletown, O.

DUNBAR BROTHERS'

STEEL SPRINGS

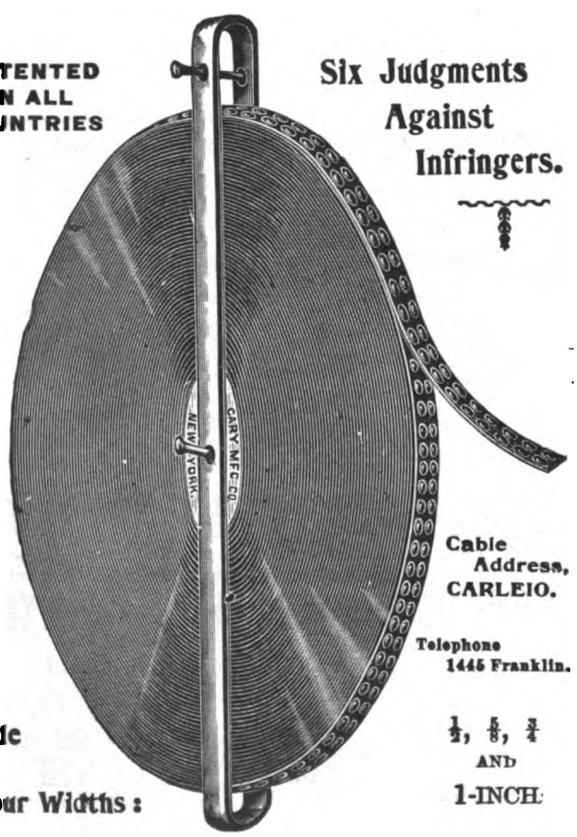
SMALL SPRINGS

BRISTOL CONN.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1-INCH

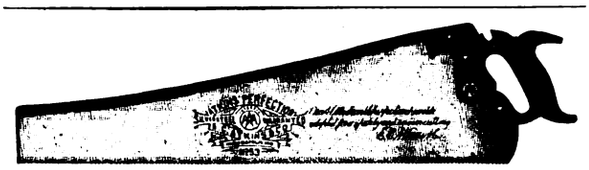
CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

"THE SAW THAT SELLS ITSELF"

When placed in the hands of the intelligent mechanic, the ATKINS High Grade Silver Steel Hand Saw sells itself. You simply show it and the Saw does the rest.

ATKINS ALWAYS AHEAD!



ATKINS SILVER STEEL HAND SAWS

With Perfection Handles are Warranted the FINEST Saws on Earth in Material, Temper, Grinding and Finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Toronto, Ont., 30 Front St., West.

Factories and Home Office:
INDIANAPOLIS,
Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $2.00.
In ¼ Boxes.....20&5%
In 1-10 Boxes.....20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal. Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
Best quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....30%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....30%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag.....1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25
Markle's Chilled.....1 85
Raymond's Chilled.....1.85
Sparks Chilled.....1.85
Tatham's Chilled.....1.85

GUN WADS—⅌ 1000—

B. E., 11 up.....$ 60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$2.00@$2.25

Animal Pokes—

	⅌ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....60%
Steel Drive.....40%
Kohler's: ⅌ gro.
Invisible, No. 3.....$5.00
Perfect, No. 2.....7.20
Belt Holder, No. 1.....9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, ⅌ lb, net.....7½@8c
Hay Budden, Wrought.....9@9¼c
Horse Shoe Brand.....9@9¼c
Peter Wright's.....10¼c
Trenton.....9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%
Bench Anvils, Phoenix.....40%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car " .....
Machine Bits.....
} 40@10&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 20 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable...$10.50@11.00
Cincinnati Nos. 1, 2 and 3.....25&10%
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Swan's.....20%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@4 25
Mayhew's Diamond ⅌ doz. $1.25...40%
Swan's.....40&10%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40&10%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ dos. $7.50; No. 20, ⅌ dos. $10.....60%
Brad Sets:
No. 45, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands...$5.50@6.00
First quality, Jobbers' brands.5.25@5.75
Beveled, add 25c. ⅌ doz.
Firemans Bradleys.....5%
Ice " 30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9 25

HATCHETS—

Hunt's, Underhill's or Blood's...40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.
Picks and Mattocks.....50%
} 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
3 " " " .....25 "
10 " firkins (6 in case)....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls.....
375 400 lb " .....
} .08½ lb

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Large Dial, Class D.....30%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10@50%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50.....30@30%
Tinned, each, $9.00.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....50@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
Lever, R. & E. Mfg. Co's...55@55&10%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....70%
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10%
"Imperial," seamless stitched.45&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Belting, Stitched Cotton—

Sphinx Brand.....60%
Competition Brand.....70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Phoenix.....50%
Seymour Smith & Sons.....35&10%
Miller's Falls.....15&10%
Western.....40%

Binder Twine—

	Per Pound
Sisal	11¼c
Standard	11½c
Standard Manila	12c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ dos. $3.00.....33⅓@40%
Excelsior ⅌ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel.....75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel:..60@60&10%
Eddy's.....60@10&70%
Haris' Steel.....50@50&10%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's..75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list.. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....65&5%
Machine, Plain Nuts.....65%
Carriage, Common.....60&10%&10@70
Norway Iron, list Oct. '84.....80%
Phila., Eagle, list June 1, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....60%
Stove.....80%

MISCELLANEOUS—

Sink.....80

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

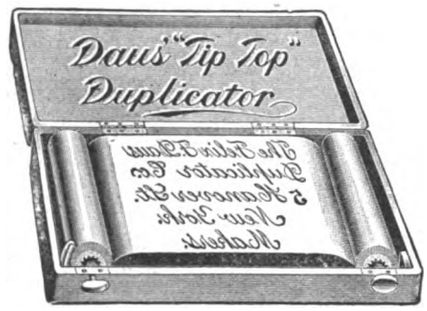
Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net

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Twenty-Three Years Experience

in the manufacture of Duplicators are back of every

Daus' "Tip-Top" Duplicator

Ten days trial, without deposit, will prove that 50-100 copies of pen or typewritten circulars, price-lists or invoices, can be made from one original, and that Daus' "Tip-Top" is the best, simplest and cheapest device of its kind. Requires no washing, no press, no printers' ink.

Size No. I for $5 net. Send for circular.

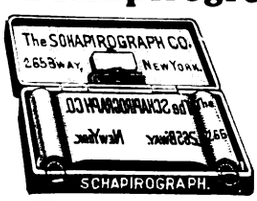
Felix H. Daus Duplicator Co., Daus Building 111 John Street New York, U. S. A.



An Eyeful of Observation

Will prove to you that among duplicating devices

The Schapirograph



has no equal. We challenge comparison. Try it side by side with other kinds. You will declare it to be the best made, turning out the best and most work in the shortest time—100-150 circulars, invoices or pricelists from one pen or typewritten original. You need it in your business.

What goes with it:

One best ribbon for duplicating typewriting; two bottles of ink, a special rubber roller. Price $6 net.

Ten days free trial. No deposit required. Send for circular. Mention Hardware.

The Schapirograph Co.

265 Broadway NEW YORK



The newest and best of oilers, wasting neither time nor oil when being filled, is



The Rochester Automatic Oiler

No removal of spout necessary when filling it—fills itself by depressing spout. Over filling impossible.

Made with spring or solid bottom. Spring bottom is forced on—not soldered or brazed. Cannot break from use as other oilers.

In our Solid Bottom Oilers, well and bottom are made of one piece of metal.

Our Oiler is made of 20-gauge cold rolled "Swedoh" steel. Is copperized to prevent rust. Every oiler guaranteed.

Made for light and medium weight oils. It's the handiest and most economical oiler for machines of every description. Is filled in the dark. A trial order will convince. Send for catalogue.

Mention Hardware.

Rochester Automatic Oiler & Supply Co.

ROCHESTER, N. Y., U. S. A.

The No. 2 HAMMOND



Possesses

ALIGNMENT—Perfect and permanent
IMPRESSION—Invariably uniform
TOUCH—Soft, light and elastic
SPEED—Over 200 words a minute
DURABILITY—The fewest parts, the best made
VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
PORTABILITY—Weighs only nineteen pounds including traveling case.

The Hammond Typewriter Co.

69th to 70th Sts. and East River, New York, N. Y.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary's "Universal," in case lots, 20&10&5%
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&10%
No. 208@214....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....60&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....℔ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24, 1903. 35&10@90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept. '95 30@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75% } Extra 10% to 10&10
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....℔ gross, $1.75@$2.00
Goodell's Acme....℔ gross, 6.00
Hopper's....℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ℔ doz., $3.00....50%

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....30%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and Halter Chains:
"American"....40@45&5%
"Niagara"....45@50&5%
"Eureka"....45@50&4%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
¾	3.55
⅞	3.50
1	3.40

An advance of 25c. ℔ 100 lb is added on orders of less than cask lots.
Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
} 40%
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97. 60, & 10 & 10 to 70%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains: New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....80%
Moore's "Direct"....50%

Carpet Stretchers—
Montross' "Excelsior,"...℔ doz., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....℔ doz....80c
Phoenix....50%
Socket....℔ doz., $1.75@$2.00

Carpet Sweepers— ℔ doz.
Bissell's "Cyco" Bearing "American Queen"....$27.00
Bissell's "Cyco" Bearing "Boudoir"....27.00
Bissell's "Cyco" Bearing "Ideal"....25.00
Bissell's "Cyco" Bearing "Gold Medal"....24.00
Bissell's "Cyco" Bearing "Premier"....24.00
Bissell's "Cyco" Bearing "Prize"....24.00
Bissell's "Cyco" Bearing "Welcome"....24.00
Bissell's "Cyco" Bearing "Superior"....24.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed....22.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed....24.00
Bissell's "Standard," japan trimmed....20.00
Bissell's "Standard," nickel trimmed....22.00
Bissell's "Crown Jewel," japan trimmed....19.00
Bissell's "Crown Jewel," nickel trimmed....21.00
Bissell's "Cyco" Bearing "Parlor Queen"....30.00
Bissell's "Cyco" Bearing "Crystal"....36.00
Bissell's "Cyco" Bearing "Grand"....36.00
Bissell's "Cyco" Bearing "Club"....54.00
Bissell's "Cyco" Bearing "Hall"....60.00
Subject to quantity rebates as follows:
3 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $3.00 per doz.
Bissell's Improved "Misses"....9.00
(Subject to quantity discounts.)

National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
Marion Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 22 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ℔ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix, Ohio Tool Co., P. S. & W, Swan, Witherby } 70
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%
COLD CHISELS—
Good quality, ℔ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ℔ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Starrett's Fay's Patent Spring Calipers and Div....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....30@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson....℔ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net....$3.00

Corn Hooks— ℔ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....25%
Snell's....½&5%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ℔ gro.
Eclipse....7 in. $3.75 9 in. $4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ℔ doz. $7.50....30&10%
Southington Cutlery Co.'s....35&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....60&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓@40%

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....30%
Perfect....65&10&10
Star (Coil), list Oct. '95....30%
Torrey's Rod....50@50&10%
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

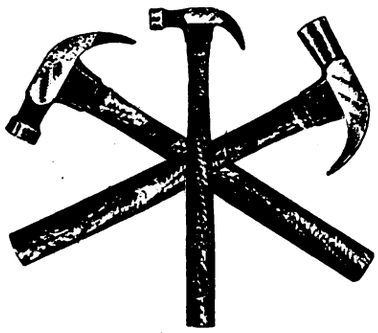
Drawing Knives—
Adjustable Handle....35@35&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S. & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3.00. 15&10%
Ratchet, Billings' Double Acting. 33⅓%
Stearns' Bench....30%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

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DIAMOND TOOLS



A NICE LINE OF GOOD SELLERS THAT STAY SOLD



Cheap, well-made Practical Tools Fully Guaranteed

Springfield Machine Screw Co., Springfield, Mass., U. S. A.

Massachusetts Hack Saw Blades

NO. 1
All Hard



We claim we are the

Largest Manufacturers

OF HACK SAW BLADES

and metal cutting saw specialties in the world.

NO. 3
Concave





NO. 2
Flexible

Get our Special

Intreductory Offer

Each and every blade is guaranteed to be equal to the best blade made.



NO. 4
Power Saw

Massachusetts Saw Werks

SPRINGFIELD, MASS., U. S. A.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. .....35@30%

Egg Beaters—

Keystone 33⅓%
Spiral ..... ₩ gro. $4.25@$4.50
Standard Co. ..... Net prices.
Taplin Mfg. Co. ..... Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb. ..... 10c } 30%
No. 54 to 150, ₩ lb. ..... 10c } 30%
Flour, ₩ lb. ..... 8c } 30%

Enameline— ₩ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3.25

Faucets—

Brass Globe Cocks .....65@65&10%
Brass Racking .....65@65&10%
Compression Bibbs .....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky. Rgh. ..... 65&10@70%
Fin. ..... 65@65&10%
Frary's Iron Petroleum .....60@60&10%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key .....50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined .....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 .....40%
Lanes .....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's ..... 75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files.....30@30&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs .....Stubs' list, 30@33⅓%

Filters—

Acorn 50%
Pulper's Natural Stone ..$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner ..... ₩ doz. 4.20
Lightning Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... net prices

Fluting Scissors—

List. 45%

Forges—

Boynton & Plummers 60%

Forks—

Victor 66⅔%
" Manure 70%
" Header 66⅔%
Columbia Hay ..... 66⅔&5%
" Manure 70%
" Spading. ..... 70&10%
Champion Hay 66⅔%
" Manure 70%
" Stable ..... 66⅔&20%
" Junior Header 66⅔%
" Header, Regular 66⅔%
" " Deep Dish 66⅔%
Two Tine Hay, Boys' 65%
" " " Regular 65%
Diamond Tine Hay, Two and Three 65%
Corn or Fodder 65%
Fish, One, Two and Three 65%
Three Tine Hay Boys' 66⅔%
" " " Regular..... 66⅔%
Four " Manure 70%
Five " " 70%
Six " " 70%
Heavy and Light Spading..... 70&5%
Half Polish and Jumbo Spading..70&5%
Five Tine Spading ..... 70&5%
Boys' Spading—See Sundries.
Long Three Tine Hay..... 67½&2½%
Three Tine Header..... 67½&2½%
Hay Balers 66⅔%
Round and Square Shldr. Header..60&5%
Grain and Barley ..... 70&5%
Dig-Ezy Potato 65%
Farmer's, No. 10 .....
Vegetable, No. 8 8 and No. 8 10.....%
Stone Pickers, No. 6 L.....$5.00
" " No. 6 H..... 5.75
" " No. 60 H..... 6.25

Fruit, Wine and Jelly Presses.

Enterprise ..... 30@25%

Fry Pans—

Standard List, ...70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse	$2.60	5@10%
Cotton Fuse	2.90	
Single Taped Fuse	3.25	
Double Taped Fuse	4.20	
Triple Taped Fuse	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50& 10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%
Swan's, German Pattern.... ..40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise .....25@60%

Graphite, Lubricating.

Dixon's Pure Flake
682- 1 lb. cans, ...20 cts. ea.
683- 5 " screw top tin cans, 85 cts. ea.
684- 10 " " " $1.60 "
644- 25 " boxes, ... 15 cts. lb.
645- 50 " " ..... 14½ cts. lb
646-100 " kegs, ... 14 cts. lb.
647-350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City .....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light .....60&10%
P. S. & W. .....30&10@40
Reading 60%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's .....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 30%
Web Halters..... 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail... .....50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack .....₩ doz. net $2.50
Maydole's..... 33⅓&5@40&10%
Phoenix, Tack.....40&10%
Peck, Stow & Wilcox.....50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail .....40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb .....70&2½%
3 to 5 lb .....70&12½%
Over 5 lb .....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted .. ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½ 40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25 .....25&10%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel .....
Brad Awl..... } 25@33⅓%
File..... }
Auger ..... }
Soldering Iron ..... }
Brad Awl.....₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork .....60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles ...60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion .....45@45&10%
Disston's..... 50%

Hangers, Barn Door—

Old Pattern .....60&10%
New England.....66⅔@70%
Lane's Covered..... 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's :
Standard .....50&10&10&5
Special..... .....50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's Roller Bearing.....60&10%
Cronk's Steel, cov'd, Loose Axle....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on .....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Parlor Door, etc.—

Lane's :
Standard.....net, $3.35
Ball Bearing..... 4.15
New Model..... 3.85
New Champion 2.25

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought.....85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... 80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley.....60&10&10%

Hay Racks—

Baxter Wrought Iron, o. 1, $1.00, net; No. 2, $1.50, net.

Hay Tools—

F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.25
Comb. Car, Wood Track..... .. 3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....₩ doz. 1.50
D. H. Fork, Steel Regular...each, .75
Double Grapple Fork.....each, 3.20
Double Rail Steel Track, complete with clamps.....₩ ft. .09½
Faultless Steel Frame K. P. Pulley, Fig. 435 .....₩ doz. 2.40
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 .....₩ doz. 1.75
Floor Hooks ¾ in.....₩ doz. .60
Floor Pulley, Wood Sheave, Fig. 486 .....₩ doz. 2.25
Hanging Hooks for Double Steel Track .....₩ doz.
Hanging Hooks for Single Steel Track .....₩ doz.
Hanging Hooks for Wood Track. 10 in. .....₩ doz.
Hanging Hooks for Wood Track, 14 in. .....
Malleable Frame K. P. Pulleys, Fig. 676.....₩ doz. 1
Malleable Rafter Brackets, ₩ doz..
Nellis Fork.....each, 1.44
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ doz. 1.90
Rev. Car., Double Steel Track.... 3.25
Rev. Car., Wood Track..... 3.25
Rope Hitch.....₩ doz. 1.50
Single Rail Car, Single Steel T.... 3.25
Single Rail Steel Track with clamps..... ₩ ft. .04½
Sprout's Shear Fork, each.....$1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 1.75
Sure Grip Sling Car, Steel or Wood Track 5.50
Walker Fork, each..... 1.20
Wrought Rafter Brackets ₩ doz.. .35

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $10
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw..... 40&10%
Lightning, from jobbers.....60&5%
Wadsworth's..... 40& 10%

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 8½c. / 14 to 20 in., ₩ lb, 8½c. / 22 to 36 in., ₩ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&20 } Extra 10@10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges..... 40%
Bommer B. B. Floor Hinges..... 40%
Bardsley's Patent Checking 15%
Chicago..... 35%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7.80 ..... 60%
N. E., Reversible, ₩ doz. $5.60..... 60%
N. Y. State, ₩ doz. $4.90. ..... 60%
Shepard's, Nos. 1, 2, 3..... 60&10%
Western, ₩ doz. $4.20.. ..... 60%

BLIND HINGES—

Baitinger & Berkley..... 50&25&4%
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3..... 70&10%
Mortise Gravity.. .....50%
Nos. 1, 3, 5..... ...70&10%
Nos. 40 and 50..... 70%
Parker..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets. 50&10%

Hitching Cords—

Covert Mfg. Co..... .....45%
" " " .....
Hitchers Stall..... 35%

Hoes—

Cut-Easy, No. K 1 and No. K. 2..75&2%
" No. K. 5.....75&7½&2%
" No. K10, K11 K12.75&5&2½%
Crucible ..... 75&2%
Corn..... 75&2%
Garden..... 75&2%
Ladies', Toy and Boys'.....70&10&10%
Meadow and Rhode Island..75&5&2½%
Nursery..... 70&10&10%
Mortar and Mixers.....75&7½&2%
Street, Solid Shank .....75&7½&2%
Dixie Planter ..... 70&30%
" " Straight Shank....75&20%
Fort Madison Cotton.....75&7½&2%
"Cotton-Field" Shank .....75&10&7½%
" " Socket...75&10&10&2%
Texas Cotton.....75&7½&2%
Southern Meadow Cotton ...75&5&2½%
Cotton Chopper.....75&10&7½%
Sugar Cane..... 70&30%
Dixie Tobacco or Plantation....75&20%
Triangular Onion, No. 19.....$2.10
" " No.20 ..... 2.80

Hoists, Chain—

"Moores'," Anti-Friction.....30%
" Hand Hoist... .....30%

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The Coldest Room made Comfortable in 10 Minutes with the

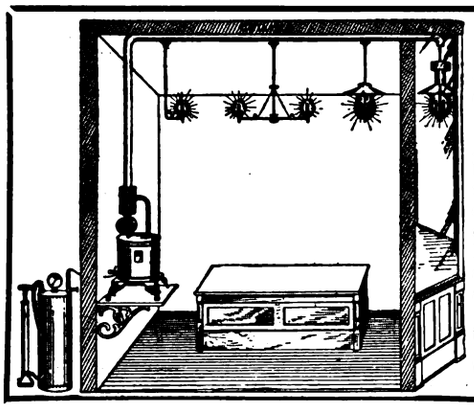
PYRO HEATER

The most practical and effective gas jet heater on the market. Heats perfectly and uses the smallest possible quantity of gas. May be used for light cooking. Dealers who are looking for good profits in a quick selling gas heater will find

The Pyro Heater a Winner

Write for prices and booklet.

UEHLING-DECKER CO.,
PASSAIC, N. J.



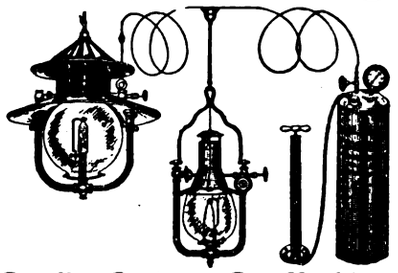
HERE IT IS

THIS cut represents our Air Light System, for Stores, Halls, etc. A sensation in Lighting devices is being created with our new and distinctive line which are strictly up to date and money savers. We are offering special inducements to the Hardware dealers to act as local agents. We give exclusive rights and territory to active dealers.

Write for Catalogue and our special terms.

WHITE MFG. CO., Chicago Ill.

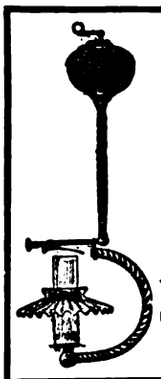
THE PRIMO



Gasoline Systems, Gas Machines and Lamps are

FAMOUS

Write for new catalogue.
WINDHORST & CO.
4 N. 12th St.,
ST. LOUIS, MO.



THE "CROWN" INCANDESCENT GASOLINE LIGHTS

Latest and most Perfect on the Market

Write for Catalogue and Prices

The Whiteman Mfg. Co.,
CANTON, OHIO.

SEWING MACHINE NEEDLES

are now carried by the majority of Hardware dealers. We carry a full and extensive stock of them and also all other kinds of Needles, and can make prices that will interest the trade.

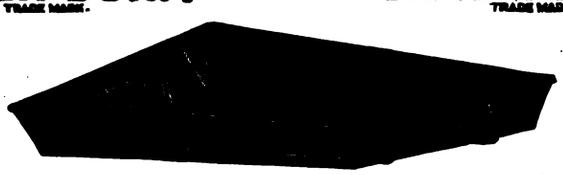
SHRIMPTON MFG. CO.
273 Church St., New York.

Free for 30 days



To convince you beyond a doubt that the WONDERFUL DORAN LIGHT will light your store better and at less cost than any other kind of light, we will send our outfit free on 30 days' trial. If it fails, send it back at our expense. If it succeeds, send us the price. It operates at about 1-10th the cost of electricity or gas. Send for catalog and price list. Acorn Brass Mfg. Co.,
56 N. Peoria St., Chicago, Ill.

"NEVER-BURN" TRADE MARK. **"NEVER-BURN"** TRADE MARK.



Dripping Pans **Roasters and Bakers**

A booklet tells

Made in Cleveland Ohio by **The Bronson-Walton Co**

John H. Graham & Co
Selling Agents
New York City

SUN BURNER STOVES

Explosions Impossible account of Double Tank

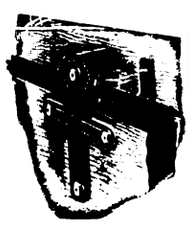
Blue Flame from start to finish. Light and Turn out like gas

We make all sizes from small hot plates to ranges



Ask for catalogue.

SUN STOVE CO.
DETROIT, Mich.



BISCHOFF DOOR HANGER **EASY** HANGING ROLLING SELLING

For quotations apply to the leading Jobbers or FRED'K. BISCHOFF & CO. CHICAGO.

CUR GASCLINE LIGHTING SYSTEM



and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.

STANDARD GAS LAMP CO. (Established 1899.)
141-143 Ontario Street, Chicago, U. S. A.

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Hollow Augers—
See Augers and Bits.
Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1. 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%
Hooks—
AGRICULTURAL—
Champion Potato, Steel.....70&2½%
No. A 4 Steel.....70%
Four and Five Steel.....70%
Six Steel and Five Malleable.....70%
Manure, four, five and six tine.70&10%
Jumbo, Hop or Stone.....70&7½%
Clam, Six Tine Steel.....60&10&2½%
BUSH—
Jennings & Griffin's..... 33⅓&5%
CORN—
Kretzinger Cut-Ezy.....₩ dos. $3 net
CAST IRON—
Bird Cage, Sargent's list.....50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.35
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ₩ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
NEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE—
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....₩ doz. $8.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%
Horse Clippers—
See Clippers.
Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c.	40&5%
American, all sizes						9½c net
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c.	50&10%
C. B. K	25c	23c	22c	21c	21c.	40%
Capewell	19c	18c	17c	16c	16c.	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c.	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c.	50%
Neponset, Nos. 5 to 10, ₩ lb						13c.
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c.	33⅓%
Vulcan	23c	21c	20c	19c	18c.	35&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.35
Steel, per keg.....3 60
Burden's, all sizes.....3.00
Horse Ties—
Covert Mfg. Co.:
Cotton.....40%
Hemp.....45
Jute.....45&5
Sisal.....20
Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%
Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net
Ice Cream Freezers—
See Freezers, Ice Cream.
Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00..35&30%
No. 34, ₩ doz. 15.00..35&30%
Jack Chain—
See Chain.
Jacks—
See Wagon Jacks.
Jack Screws—
See Screws.
Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%
Knives—
Ames':
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net
Knives, Hay and Straw—
See Hay Knives.
Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%
Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1.50
Carriage, Jap.....₩ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net
Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%
Latches— ₩ dos.
Cronk's Barn Door.....Net, $2.00
Lathe Disc Sharpener—
The B-B Mfg. Co.:
₩ doz., net.....$30
Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.
$5.00	$5.25	$5 50 each net

Pennsylvania.....60&10%
Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.
₩ dos. $12.00	$15.00	$24.00....30%

Kohler's:
Daisy.....net, per dozen$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20
Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00
Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20
Lead Pipe, Etc. ₩ lb
Bar Lead.....5@5½c
Block Tin Pipe.....37½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c
Lemon Squeezers.
Barger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $8.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....₩ doz. $5.00
30&10@40%
Wood, Common, ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00
Letter Box Plates—
Sargent's.....50@50&10%
Levels—
C. E. Jennings & Co.'s
Hexagon.....2 &10%
Iron Bench, new design.....25&10%
Lifters—
See Transom Lifters.
Lines—
Cotton and Linen Fish. Draper's..50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½, $2.50.....15%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No 2, $7.00; No. 3, $7.50 ₩ gross.....25@33⅓%
Ventilator Cord, Samson Braided, White or Drab Col. ₩ doz. $7.50 .20%
Wire Clothes, 100 feet, Nos. 18 to 20, 4. @45&5%
Nos. 1 to 4.....40%
Loaded Shells—
See Ammunition.
Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz.. $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....20%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....20%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%
Machine Bolts—
See Bolts.
Mail Boxes—
See Boxes, Mail.
Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%
Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%
Meat Cutters—
American.....30%

Nos...	1	2	3	4	B	5
Each..	$6	$7	$10	$25	$50	$60

Dixon's.....₩ dos. 33⅓&5%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$5	$4 50	$6

Home No. 1, ₩ dos. $22-75.....50&10%
Little Giant.....33⅓@40%

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....80&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%
Meat Juice Extractors—
Enterprise.....25@30%
Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.
Melting Ladles—
Monroe's Patent.....₩ dos. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%
Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ doz. $30.....40%
Mop Wringers—
Matchless (Canton, O.), ₩ doz....$12.00
Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ₩ gross..$21.00
" less quantity, ₩ dozen.. 2.00
Nail Pullers—
Ajax, 5 lbs.....₩ dos. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Eclipse.....₩ doz. 18 00, 25&10&10%
Eureka, No. 74.....₩ dos. net $8.50
Eureka, No. 75.....₩ doz. net 8.00
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....20&5%
Lightning.....₩ dos. $18.00, 20%
National.....₩ dos. 24.00, 40%
Pelican.....₩ dos. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₩ doz. 4.25
" No. 3 D.....₩ doz. 3.75
Large,
" No. 2 B.....₩ dos. 4.75
" No. 2 D.....₩ doz. 4.00
Nail Sets

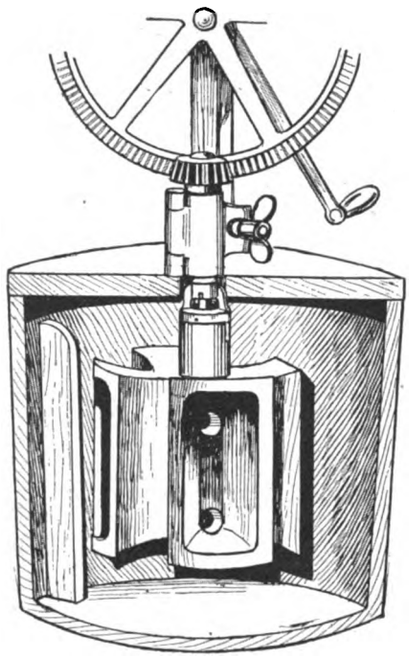
	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....₩ gr.. $5.25
Corrugated.....6.75
Knurled.....6.75@7.50
Needles.....
Shrimpton's Mach (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7 @70&10%
Zinc and Tin.....60@60&10%
Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe.....20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60 c ₩ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓%

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ONE

Butter in a Minute



BUTTER OF THE FINEST QUALITY IS PRODUCED IN SIXTY SECONDS by the use of

The One Minute Churn

PROTECTED BY 57 PATENTS

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in less time than any other churn.

Construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Special offer, good for 90 days. Catalogue on request. Mention Hardware.

Cable Address: "Minute" or "Murphite" New York

The One Minute Churn Co., Inc.

MANUFACTURERS AND EXPORTERS

I. M. MURPHY, PRESIDENT

9 OLD SLIP NEW YORK, U. S. A.

SPECIAL OFFER.

TOTAL ADDER CASH REGISTER

CAPACITY $1,000,000



"WHAT THEY SAY."

OWENSBORO, KY., 4-4-'03.

CENTURY CASH REGISTER CO., LTD.,
DETROIT, MICH.

Gentlemen.—The Century Cash Register we bought of you on Feb. 7th has given us such universal satisfaction, and we were so well pleased that we ordered another Century Register on the 20th of March, and now have both in use. They are certainly ornaments to our store and as to their accuracy must say that it would be impossible for you to make any improvements. We have carefully examined other Registers that were bought from other factories at **six times the cost of yours** and could not even find one point that was an advantage over yours, which cost only one-sixth the price. **In fact, if prices were equal we would prefer the CENTURY over all others that we have examined.** No doubt you will feel a little conceited over the compliment that we are paying you, but we feel that you are justly entitled to it, and at any time we can be of any service to you for reference in regard to the Century Register, we shall certainly be delighted in recommending it with the merit it deserves.

Yours very truly,
MEYERS & MOISE,
Queensware, Glassware, Cutlery, Notions, Fancy Goods and Bar Goods.

The writer of the above is a leading Kentucky merchant and a very large dealer, rated in Dun and Bradstreets at $20,000, amply able to have purchased the high-priced machines had he considered them better than ours, ordered the second Century after giving the first a hard test of a couple of months' use. We are daily in receipt of similar letters from many other responsible merchants too numerous to print, which we will be pleased to send on application. Endorsements from reliable merchants like the above is the best guarantee that any manufacturer can advance to prove the merits of his goods.

Every machine sent on 7 days' trial and guaranteed for 5 years.

Special Offer. We have a plan for advertising and introducing our machine to new trade which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date, 20th Century Cash Register for VERY little money and on VERY easy terms. **PLEASE WRITE FOR FULL PARTICULARS.**

CENTURY CASH REGISTER CO.,

656-658-660-662-664-666-668-670-672 and 674 HUMBOLDT AVE., - - - DETROIT, MICH., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, ₩50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@6½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 72 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Victor $60.00
White Mountain 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.85
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33 1 3s

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" .. }
Ohio ..... } 30&5@30&10&5%
Sandusky ..... }
Buck Bros 30%
Butcher's ..... $5.00@5.25 to 2
C. E. Jennings & Co ..... 10%&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers.
No. 1 ..... 60%
" 20 ..... net $9.00
" 40 ..... 70%
" 50 ..... 80%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 80%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 30@20&10&10%
Wood's Extension Sight 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.50
½-lb. boxes, ₩ doz 1.25
1-lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt. ..... $ .75 $ 7 00
1½ qt. ..... .85 9.50
2 qt. 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13 00
New Champion ..... " " 6.00
Rival ..... " " 8 00
Ryan's ..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net $6.50

Post Hole Diggers— ₩ doz.
Iwans ..... net $7.75
Split Handle ..... " $8.50
Perfection .....

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ..... ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%

Smith's:
Pruning Shears ..... 60 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
S. S. Lee & Co.'s Pruning Tools 40%
P. S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C. Co.'s Combination ..... ₩ doz., $12.00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel:
No. 3 2½-inch wheel, ₩ doz. in barrel lots, ₩ poz. 23⅓c
No. 7, in barrel lots ₩ doz 25c
Extra for plated finish, ₩ doz 20c
Extra for antique bronze bushing, ₩ doz 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 50%
Hay Fork, Harts, 4½-inch, ₩ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades ..... 70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 323, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 58, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 13.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.00
No. 265, Fig. 389, Windmill Pump 12.50
No 225, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 258, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 309, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 493, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Hemis & Call Co.'s:
Cast Steel Drive 50%
Check 55%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₩ doz ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co. 30%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet ..... $1.40 1.65 $ .60
Barn Door, "None Better" No. 1, ₩ foot 3¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot
O. N. T. Style, No. 13 ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1½ in ..... net 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1⅛ in., ₩ lb, 35c ..... 10@20%
Victor Track Rail, 7c ₩ ft. ..... 60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ..... 70&10%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3.60
" " 24, 3.75
Jumbo Lawn 36, 5.40
Paragon (Wood Head) 2.85
Steel, Garden 10th 2.50
" " 12th 2 70
" " 14th 2.85
" " 16th 3. 0
Prize Bow Braced, Steel ..... 70&5&2%
Peerless Shank, Steel ..... 70&5&2%
Peerless Socket, Steel ..... 70&5&2%
*Toy Shank, Steel 70%
"Level-Head" Solid Steel ..... 70&5&2%
*Mall. Heavy Braced Curved ..... 70&10%
*Mall. Light Braced Straight ..... 70&10%
*Mall. Heavy Sgl. Shank ..... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ..... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Weetsoholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, Sept. 2, 1901:
Black Japanned .... }
White Japanned .. }
Bronzed Finishes .. } 70 to 75%
Electro-Plated .... }
Nickel Plated .... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—
Tinners 70%
Miscellaneous 70%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 15½c
Medium, ¼ in. and larger 14c
Common, ¼ in. and larger 9½c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7 16 in. and larger ..... 12 c
⅜ in 12½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 9@10c
⅜ in ..... 9½@10½c
¼ and 5-16 in ..... 10@11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 55&10%
Starrett's Rules and Straight Edges, Steel ..... 25&10

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3 15
Aluminum Finish " " 3.15
Full Nickel " " 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper ..... 30@30&5%
Sand and Emery Paper 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50
Victor Bronze 75%
Victor Steel 70

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C Co 70%
Royal Metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 13½@14c
Common India ..... ₩ lb 9@10c
Patent Russia ..... ₩ lb 12½@13c
Patent India ..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 32½@35c
"Samson" Braided Italian Hemp ₩ lb 32½@35c
"Samson" Braided Linen ..... ₩ lb. 49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c, 5%
A Quality, White ..... ₩ lb 35c, 5%
B Quality, Drab ..... ₩ lb 35c, 5%
B Quality, White ..... ₩ lb 30c, 5%
United States:
B Quality ..... ₩ lb 18½c
C Quality ..... ₩ lb 17½c
White Cotton, Hard Braided ..... ₩ lb 18c

Sash Fasteners.
Ives "Crescent" 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass. 50&5%
Cast Iron ..... 60&21½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 60%
Reading ..... 60&10&10%

Sash Weights—
Small lots ..... per Ton $27.50
Ton lots at factory $25.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 35%

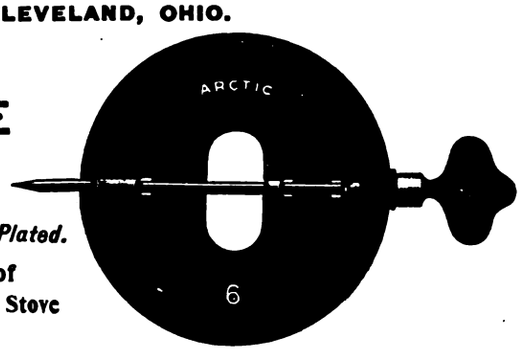
Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ⅛ to 3-16 in. Wide 60%

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CLEVELAND, OHIO.

ARCTIC STOVE PIPE DAMPER.



Handle Polished and Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

EMBOSSED METAL CEILINGS

ARE NO EXPERIMENT.

THEY HAVE COME TO STAY.

Why not take the Agency for good metal ceiling n connection with your business. "Canton" Metal Ceilings are good metal ceilings, and the construction admits of their being applied in one-half the time of others. Made in a large variety of beautiful classified designs, to suit any building.

METAL CANTON CEILINGS

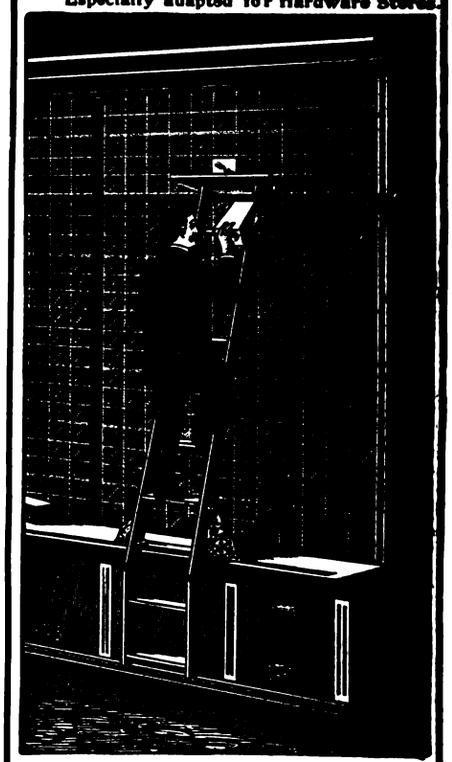
WRITE FOR OUR MAMMOTH CATALOG F.

The Canten Steel Reofing Co.,
Canton, O.

New York Offices
157 W. 23d. St.

THE BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

HORSESHOE-H-CALKS (NEUSS' PATENT.)



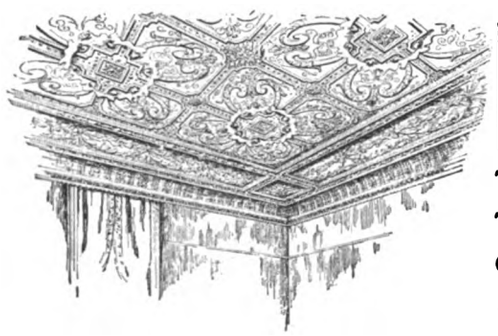
Always Sharp! No Slipping of the Horse! No injuries as caused by other Calks. Great Saving of Horses and Horseshoes!

Price List, with Testimonials, post free. Patentees & SoleManufacturers

LEONHARDT & CO.,
BERLIN-SCHOENEBERG, GERMANY.

NORTHROP'S Stamped Steel Ceiling

SILVER MEDAL, Paris Exposition, 1900



CHOICEST DESIGNS
EASILY APPLIED
Clean Cut Stamping
Well Painted and Boxed

THE HARDWARE TRADE SHOULD CARRY THIS IN STOCK

Metal Tiling for Kitchens, Bathrooms, Etc.
Copper Plated Steel for Vestibules, Lobbies, Etc.

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H. S. NORTHROP

40 Cherry St. NEW YORK



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

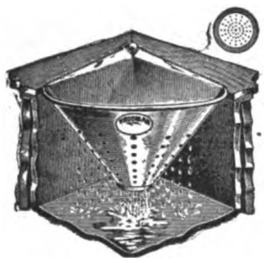
GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&40
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2¼ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%
HACK SAWS AND FRAMES—
Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%
Saw Filer—
Disston's D8 Clamp and Guide, $30.00 ℔ doz.....35%
Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net
Saw Sets—
Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. $8.50
"Royal".....℔ doz. 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Taintors Positive $18.00 ℔ doz. 60%
Scales—
Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%
Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%
Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....℔ doz. $2.50
Screens—
DOOR—
Phillips: ℔ dos.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors.....6 75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....40&5%
Screw Drivers—
Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....℔ doz. $6.00 net
Electric Spiral No. 02.....℔ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
Howard-Allard.....A1 ℔ doz., $9.00 net; A2 ℔ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ℔ doz. $18.50 net; No. 2 ℔ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ dos.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....70&10%
No. 10.....75&10%
Nos. 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%
Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head.....85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head.....77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL
G. P. Coach. List, Feb. 14, 1895.....70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%
BENCH, HAND, ETC.—
Bench, Iron, ℔ dos., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25.....
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%
Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%
Scythes— ℔ doz.
Natural Finish, Grass.....$5.00
Polished Blade, Grass.....5.50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00
Scythe Rifles.
3-Coat.....$10.00 ℔ gro. } 40%
4- " .....$12.00 " " }
Scythe Stones.
No 1 Indian Pond.....$7 00 ℔ gro.
No 2 " " .....4 50 " "
White Mountain.....9.00 " "
Black Diamond.....12.00 " "
Lamoille.....11.00 " "
Green Mountains.....6.00 " " } 40%
Leader Red End.....4.50 " "
Willoughby Lake.....9.00 " "
Extra Quinnebog.....7.00 " "
Pike's Corundum.....24 00 " "
" Emery.....15.00 " "
Seeders—
Raisin, Enterprise.....35@30%
Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Shears, Hedge—
Wm. Wilkinson & Sons.....50%
Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
M. W. Co., list July, 1888.....50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1885.....60&5%
SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%
Shells—
See Ammunition.
Ship Tools.
L. & I. J. White.....25%
Shot—
See Ammunition.
Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices
Shutter Bars—
Ives'.....45%
Shutter Bolts—
See Bolts, Shutter.
Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50
Skate Sharpeners—
Eureka.....℔ dos. $1.75; ℔ gro. $18.00
Slaters Tools—
Plumbs.....30%
Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x13.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%
Sledges and Heavy Hammers—
See Hammers.
Slicers—
Vegetable, Enterprise.....25%
Smiths' Bellows—
See Bellows.
Snaps, Harness, &c.—
Bridgeport.....5%
Snaps—
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee.....30&5
Snaths—
Scythe.....50%
Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2d quality.....33⅓%
Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List
SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%
KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00
Springs—
See Door Springs.
Spring Balances—
See Balances.
Spring Hinges—
See Hinges.
Squares—
Disston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
TrySquare and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10%@75
Steel and Iron.....70&10%@75
Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ℔ lb.....6½c.@7c.
FENCE—
Same price as Barb Wire. See Trade Report.
Stay Rollers—
Cronk's, No. 50.....66⅔%
" Nos. 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%
Steels—
Chatillon's "Dicks".....30%
Stock Fountains—
The B-B Mfg. Co.:
"Dewey," ℔ dos., net.....$18
Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....85@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%
PIPE MAKERS—
Holroyd & Co.....75&10@80&10%
Stones—
See Oilstones.
Stops—
See Bench Stops.
Store Door Handles—
See Handles.
Store Ladders—
Lane's.....0%
Myers' Noiseless.....50%
Stove Bolts—
See Bolts.
Stove Polish—
See Polish, Stove.
Sweepers—
See Carpet Sweepers.
Tackle Blocks—
See Blocks.
Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S.....90&40%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&15%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%
MISCELLANEOUS—
Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%
Tack Pullers
Columbia, No. 1, ℔ doz., net.....$1.00
Columbia, No. 2, ℔ doz., net.....1.50
Little Jack.....℔ dos.....1.00

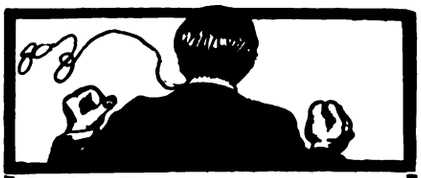
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ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER INSIST UPON GETTING THE PELOUZE MAKE
N° E 90 AS SHOWN 24 LBS.
N° T 90 WITH TIN SCOOP
N° 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE 35 STYLES CHICAGO.



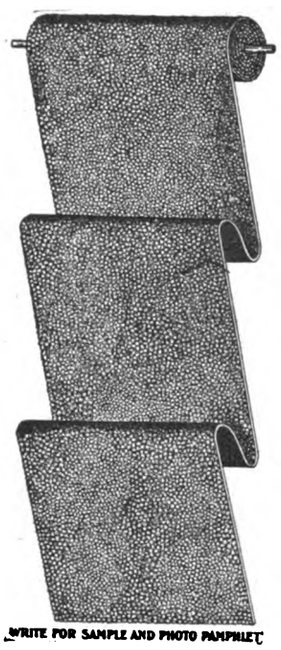
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PATENT SANITARY SINK STRAINER
MODERN KITCHEN NECESSITY
BEST ON THE MARKET
UTILITY SELF-EVIDENT
READY SELLER
Should be handled by all dealers in House Furnishing Goods
Manufactured only by
F. H. & E. B. VROOMAN,
225 Dearborn St., CHICAGO, ILL.





It's Exasperating!
To be wanting to use a tool and then not to find it! I'm going to get me a tool chest for all my tools! Why not? There's a good one—
NO. 1903
Handy Tool Chest
It's the best for gentlemen, youths, boys, mechanics and tool users of every kind.
We make all kinds of tool chests. Their durability, workmanship and finish have given us our reputation as tool chest makers. Furnished with and without tools.
Write us for prices. Mention Hardware.
American Tool Chest Co.,
200 W. Houston St., N. Y., U. S. A.

ORIGINATORS OF
1885 PERFECTED 1903
GRANITE ROOFING
ADOPTED BY THE
LEADING RAILROADS
MANUFACTURERS
ARCHITECTS
AND BUILDERS
STANDARD READY ROOFING
EASTERN GRANITE
ROOFING CO.
IRVING BUILDING
NEW YORK



WRITE FOR SAMPLE AND PHOTO PAMPHLET

The Original Sandage Steel Skein.



We also manufacture all kinds of Cast Skeins and Wagon Castings. Ask for Catalogue and prices.
Sandage Steel Skein Co., So. Bend, Ind.

BEECH PATENT MOP WRINGER and PAIL COMPLETE
Patented



FOR use in Hotels, Office Buildings, Residences, Public Buildings, School Houses and Churches.

Quick and positive in action—durable and handsome in appearance. Best materials throughout. Mop wrings dry — dirt cl aned out.

WRITE US OR YOUR JOBBER FOR PRICES
BEECH NOVELTY COMPANY
MANSFIELD, O.

Perfect Working Model Wrench



EXACT SIZE OF CUT

Ebony, Ivory, Coral or Amber Handle, $2.00 per doz.

Pearl or Stone Handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer **ON CONSIGNMENT**, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. They are now sold by over 2,000 hardware dealers in the U. S. It costs you nothing but a 2c. stamp to try them. Drop us a line and we do the rest.

DAVISON MFG. COMPANY
112 Front Street BROOKLYN, N. Y.

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Tapes, Measuring—

American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic.....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to 2 in. inc.....65&10%
2 1-8 to 3 in. inc.....40%
3 1-8 to 4 in. inc.....25%
Pipe, ⅛ to 1½.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Sackus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304, ₩100.....net, $13.00
Payson's:
Balance, Iron List.....30%

Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12.00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@45&5%
Victor.....75%@7½ &5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; ea of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....₩ gross, net, $5.00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&10%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders.

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....35&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List.....35&10%@35&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....35&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. $1.15@1.35

Wire Rope—

New List July 1, 1899.
Bright.....40&2½%
Cast Steel.....30%
Iron, Galvanized, add 10 per cent to list.....35&2½%

Wire Rope Clips—

Crosby.....30%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10@30%
Alligator.....65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright.....50%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....35%
Stillson Pipe.....40%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 40c
Linseed, City, Boiled, in barrels, ₩ gal. 42c
Out of Town on Spot.....₩ gal. 38c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....67c
Lard, Extra, No. 1.....54c
Lard, No. 2.....44c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 5½@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7¼c
In lots of 500 lbs. and over...₩ lb. 6¾c
White Lead, Eng., in Oil..₩ lb. 7¾@9¼c
Litharge, Kegs.....₩ lb. 6¼@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....$1.40
In bladders.....2.40
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12½ lb.....2.50

Spirits Turpentine—

In regular bbls.....57½@ 58c
In machine bbls.....58 @58½c

Dry Colors—

	₩ lb.	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 3½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best.	13	@15 c
Black Lampblack, common.	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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Canada Corundum Co., Toronto, Cana.

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Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Carr & Co., New York.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.

All Steel Hatchets.
Warren McArthur, Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.
Peters Cartridge Co., Cincinnati, O.,

Animal Pokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
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Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

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Wagner Mfg. Co., Cleveland, Ohio.

Awning Lines.
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Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E. Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

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Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva O.

Beet Hoes.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

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William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

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Sargent & Co., New York.

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Jos. Dixon Crucible Co., Jersey City N. J.

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Chandler & Farquhar, Boston

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Bruce & Cook, New York.
Chandler & Farquhar, Boston.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Bicycle Step Ladder Co., Chicago, Ill.

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Cushman & Denison, New York.
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Edwin B. Stimpson & Son, New York.

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Alfred Field & Co., New York.
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Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

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Sun Stove Co., Detroit, Mich.

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J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

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Griffin Mfg Co., Erie, Pa.

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Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

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Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

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Standard Metal Strap Co., New York.

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John Bassimer & Sons, New York.

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Walworth Mfg. Co., Boston, Mass.

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Columbus Bolt Works, Columbus, O

Brooders.
New Haven Incubator Co., New Haven, Conn.

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Sargent & Co., New York.

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George S Knapp, Bridgeport, Conn.
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F. E. Myers & Bro., Ashland, Ohio.

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Alfred Field & Co., New York.
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Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

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Chalk Lines.
Samson Cordage Works, Boston, Mass.

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Bardsley, Joseph, New York.

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Schwerdtle Stamp Co., Bridgeport Conn.

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Enterprise Mfg. Co. of Pa., Philadelphia.
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L. & I. J. White Co., Buffalo, N.Y.

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Batavia Clamp Co., Batavia, N. Y.
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Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
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Frankfort Iron Feace Works, Frankfort, Ind.
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Van Dorn Iron Works Co., Cleveland, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
American Filter Co., Milwaukee, Wis.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Extinguishers.
John Bassimer & Sons, New York.

Fish Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Fishing Reels.
A. W. Bishop & Son, Racine, Wis.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport Conn.
Walworth Mfg. Co., Boston Mass.

Gasoline Lamps.
Standard Gas Lamp Co., Chicago, Ills.
White Mannfactnring Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Sun Stove Co , Detroit, Mich.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Water Gauges.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison., Ia.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Fred. D. Bischoff & Co., Chicago, Ills.
Cronk & Carrier Mfg. Co., Elmira N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia
Iwan Bros., Streator, Ill.

Hardware Cabinets.
J. D. Warren Mfg. Co , Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co , New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Harness Dressing.
Frank Miller Co., New York, N. Y

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co , Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hay Carriers
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Knives,
Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., FortMadison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baitinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila , Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H. C. H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ills.

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts
E. L. Ruggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Cracks
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B. Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Voigt Starr & Co., New York.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt Starr & Co., New York.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers,
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord.
Samson Cordage Works, Boston.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Sharpeners.
E. Thompson Warn, Dixon, Ill.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scoops.
Avery Stamping Co., Cleveland, O.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York
Voigt, Starr & Co., New York.

Screw Plates.
Alfred Field & Co., New York.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport, Conn.

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Sewing Machine Needles.
Shrimpton Mfg. Co., New York.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Sheet Iron.
Bruce & Cook, New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill

Shepherd Crooks.
Iowa Farming Tool Co., Fort Madison, Iowa.

Shipping Tags
American M'f'g Co., Battle Creek, Mich

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Steel.
Avery Stamping Co., Cleveland, Ohio.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill

Show Case Brackets.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.

Sink Cleaners.
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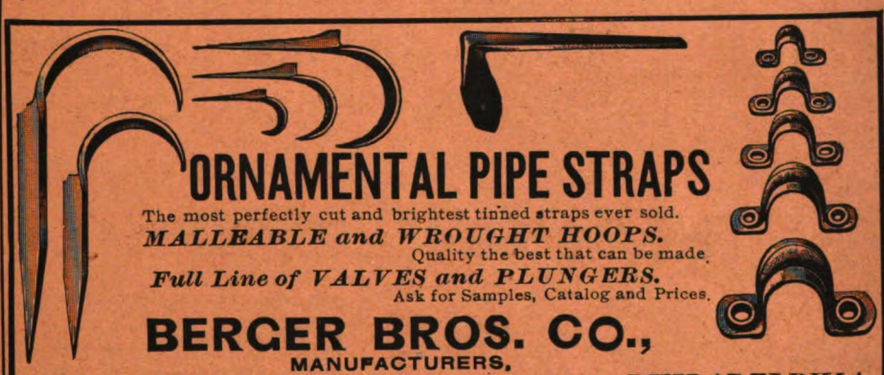
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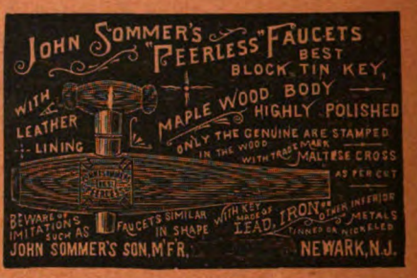
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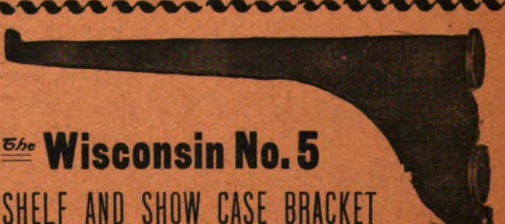
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NO. 2.
NEW YORK,
OCTOBER 25,
1903.

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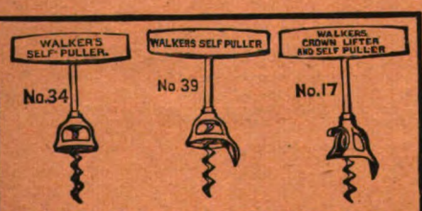
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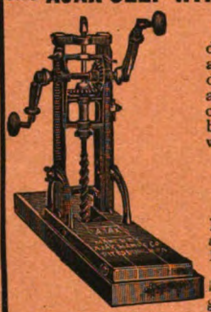


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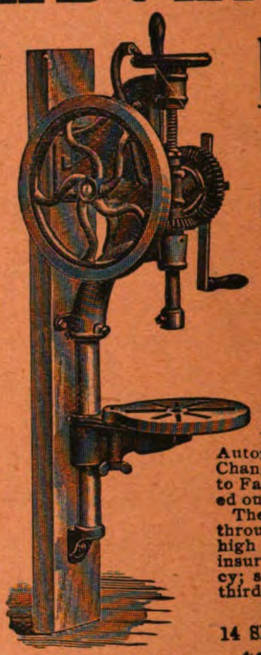
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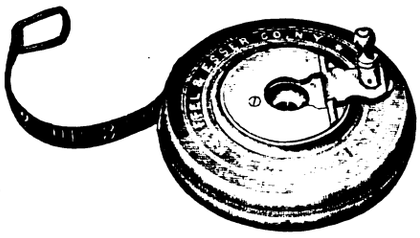


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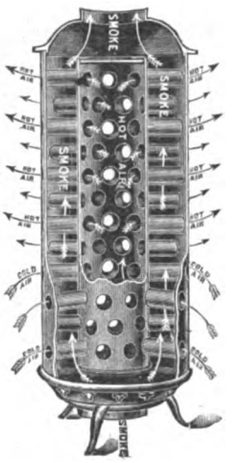
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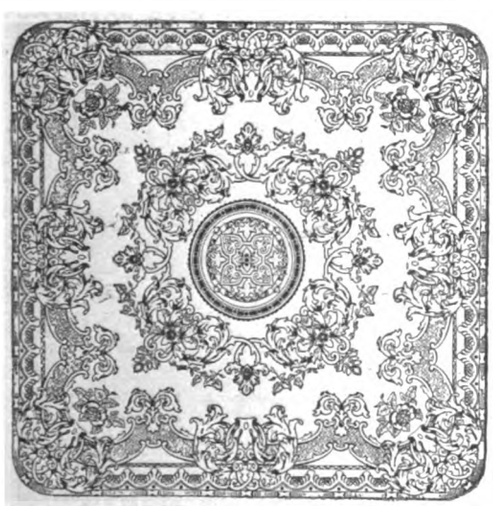
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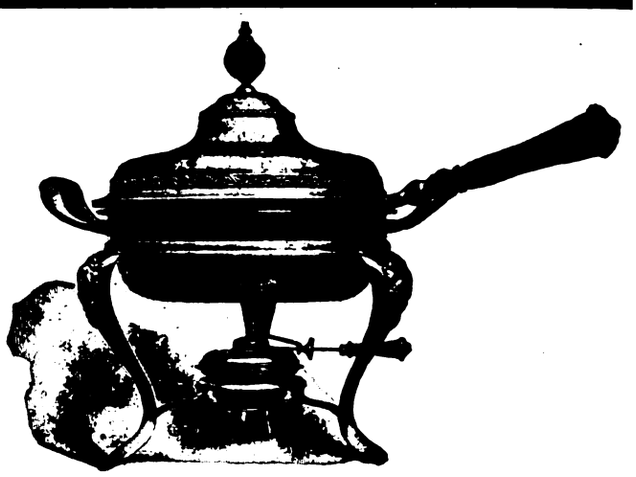


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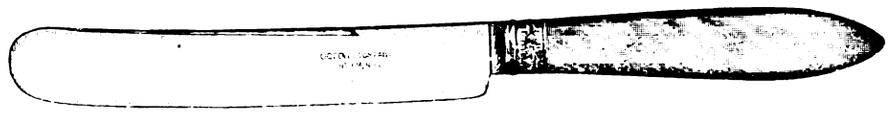
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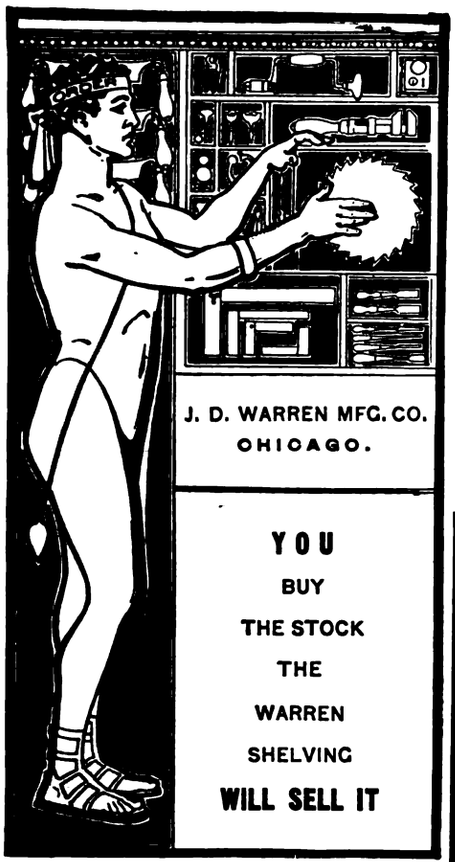
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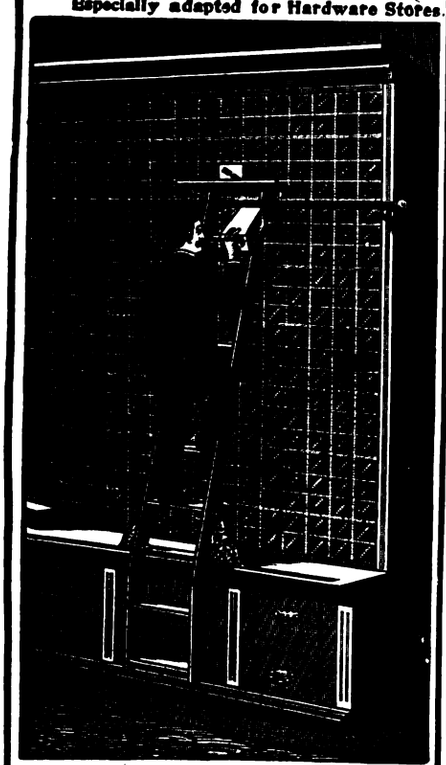


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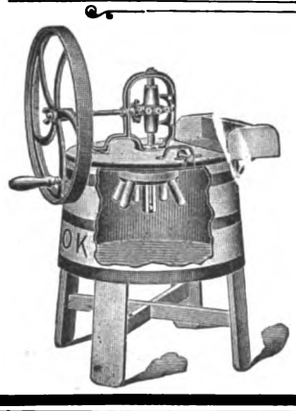
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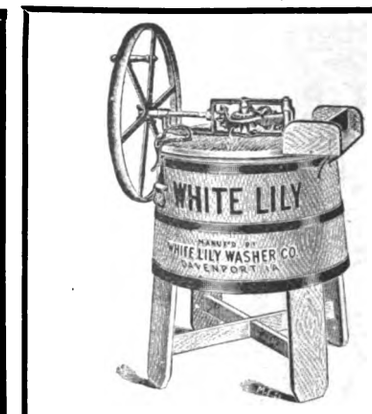
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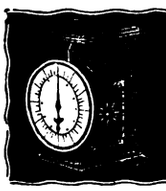
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A positive holder for Broom, Dusters, Mops, etc. Strongly made and nicely finished in Black Baked Enamel, packed one dozen in paper box, 12 boxes in wood case, weight 3½ lbs. per doz., 50 lbs. per gross.
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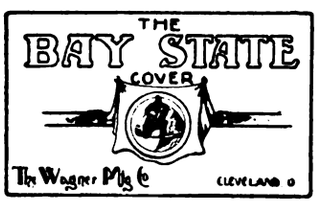


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Horse and Wagon Covers

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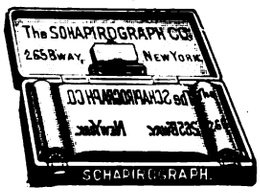
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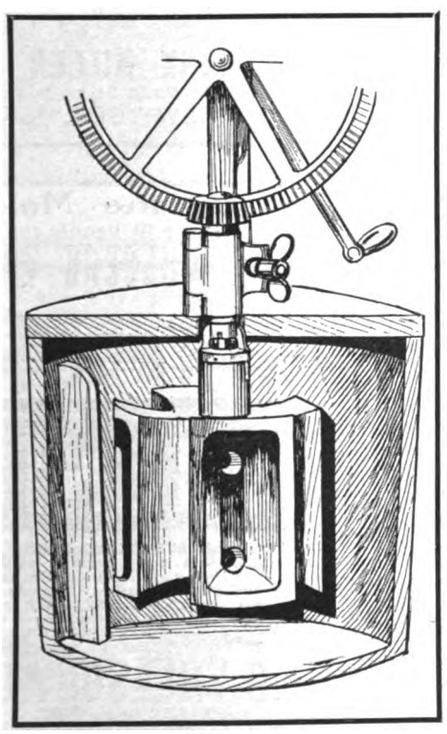


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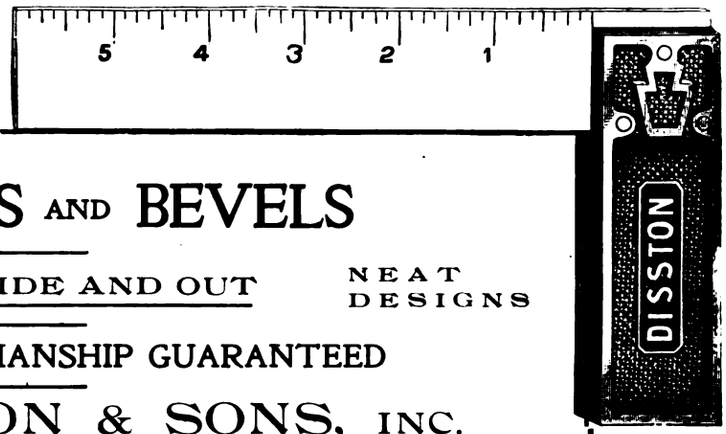
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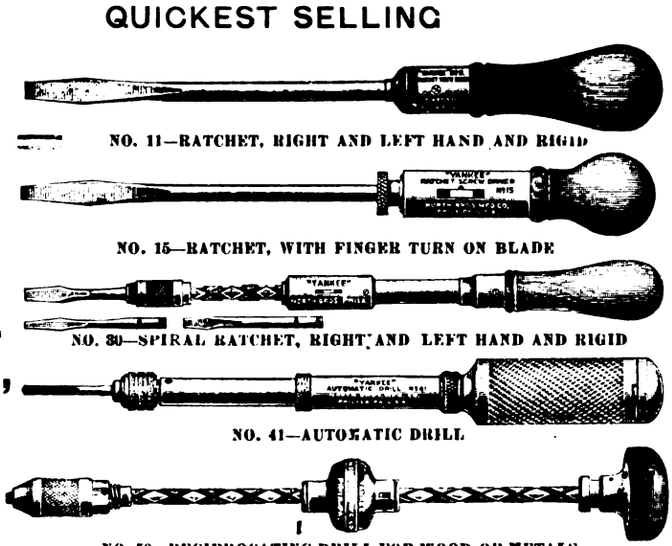
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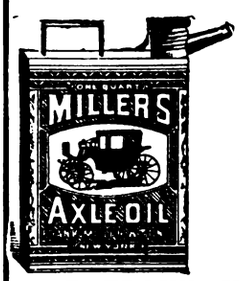
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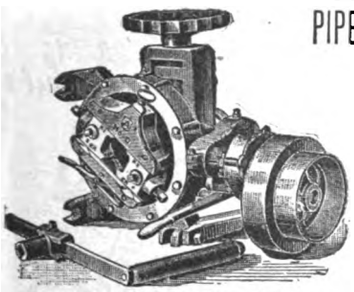
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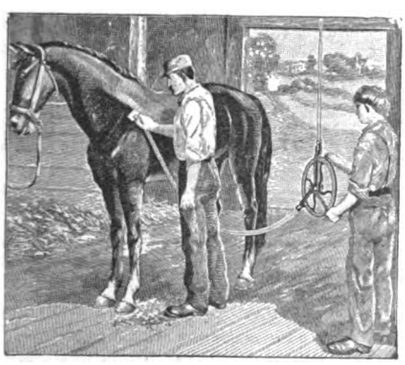
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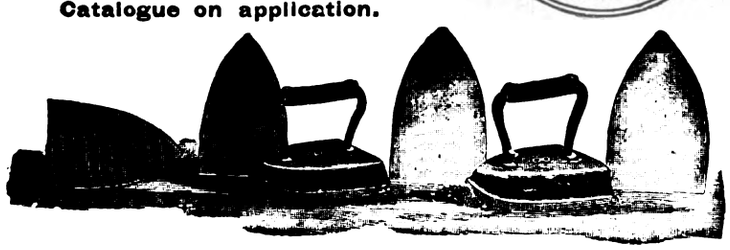
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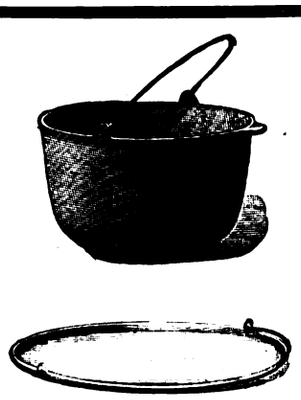
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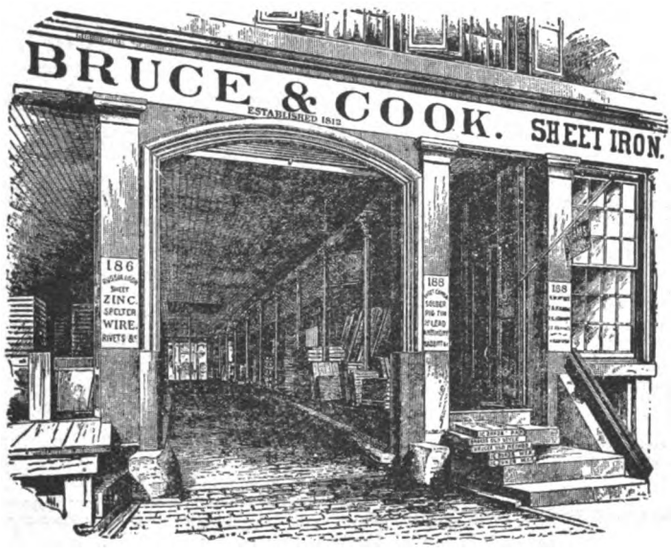
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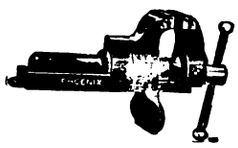
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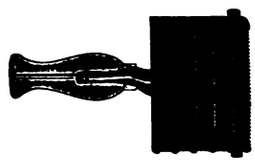
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Half view of Curry Comb, showing combination shank brace and tang. Patented May 21, 1895.

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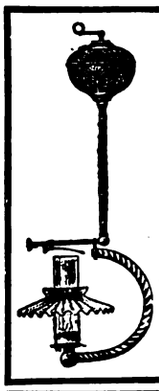
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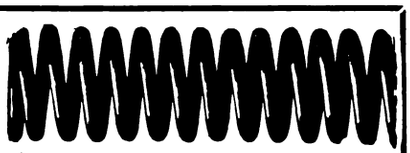
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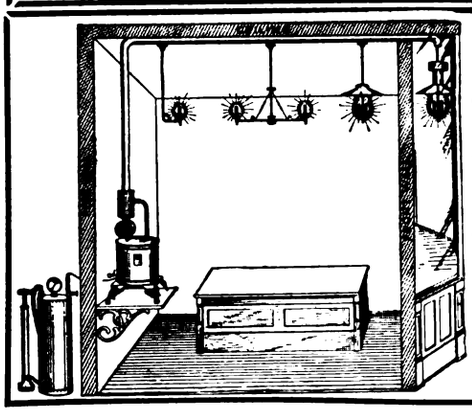
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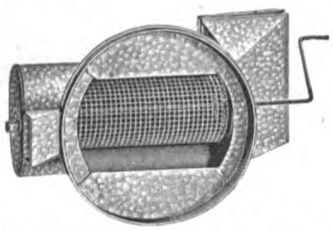
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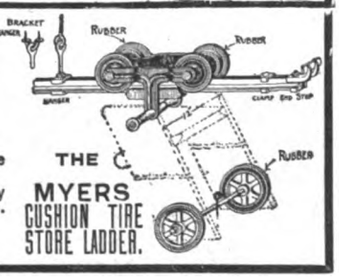
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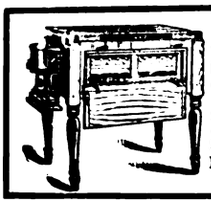
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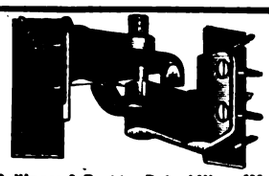
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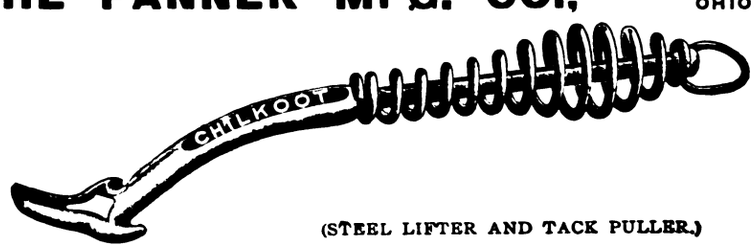
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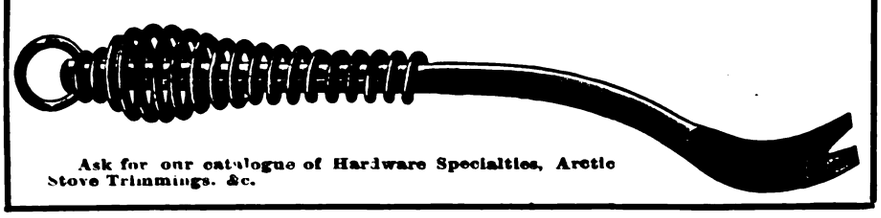
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STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY

THE AMERICAN MFG. COMPANY, BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

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Learn Advertising

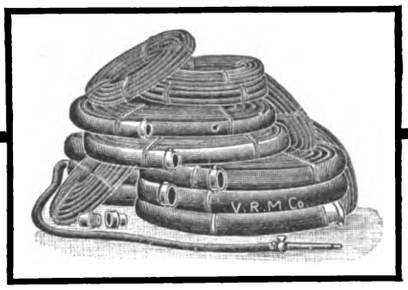
There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced employees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for himself a place in the advertising world.

Many of those who have followed my instructions now hold positions with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of another large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Literature. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual advertising business. It is therefore the most practical course. "A Business Course for Business Men."

If you are dissatisfied with your present salary, if your work is uncongenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES,
28 SPRUCE STREET,
NEW YORK.



Veerhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

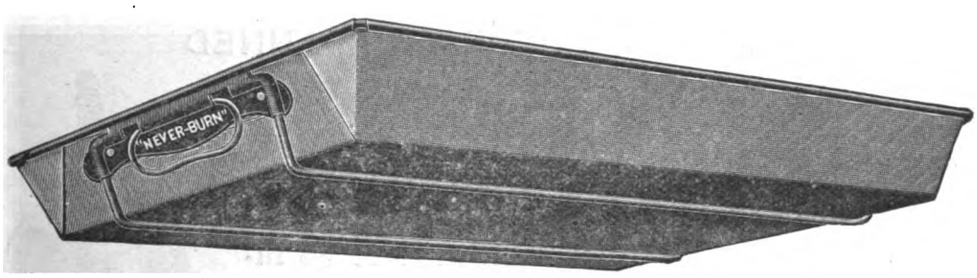
Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

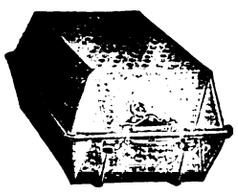
"NEVER-BURN"

TRADE MARK



DRIPPING PANS

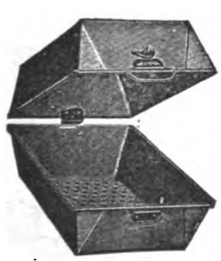
ROASTERS



& BAKERS

COFFEE MILLS

A BOOKLET TELLS

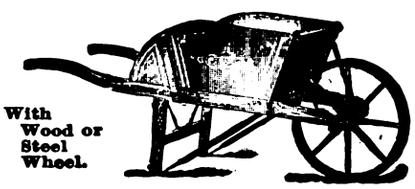




JOHN H GRAHAM & CO
HARDWARE MAKERS' AGENTS
113 CHAMBERS ST
NEW YORK CITY

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MOST POPULAR GARDEN BARROW ON THE MARKET.



With Wood or Steel Wheel.

Frame is made of well seasoned hard wood.
Three cross bars mortised into handles.
Frame painted red, and sides olive. Handsomely striped and varnished.

ORDER NOW FOR SPRING TRADE.

SYRACUSE CHILLED PLOW CO., Syracuse, N. Y., U.S.A.

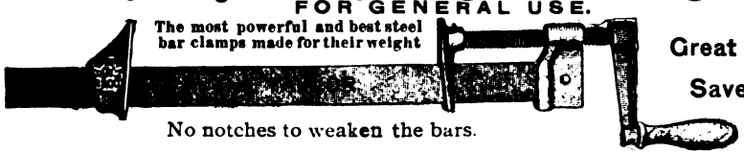
BOARDMAN'S

SPOONS, FORKS ETC
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

The Taylor Quick Adjusting Self Locking Clamp

FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



Great Time Savers.

No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.



Large 10 oz. Can

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

ENTERPRISE

Sausage Stuffer and Lard Press

TINNED OR JAPANNED

Points of Merit

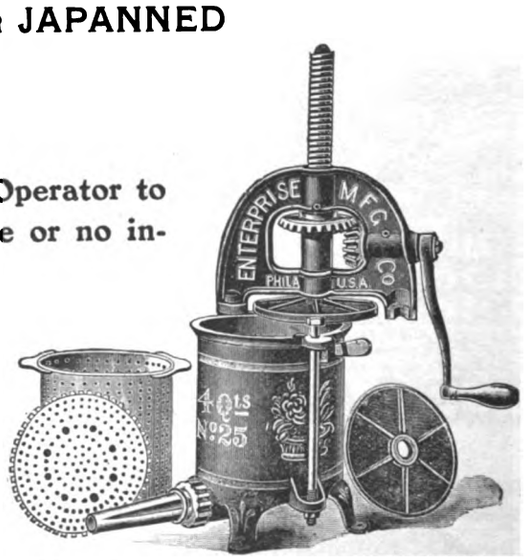
The Iron Cylinder is Bored True

The Tin Cylinder has Lips to enable the Operator to remove the Hot Cracklings with little or no inconvenience

No Hot Cylinder to handle when Pressing Lard

The Patent Latch prevents breakage of Plates

The New Patented Corrugated Spout prevents Air entering the Casing, thus assuring the Preservation of Sausage



Order from your Jobber
Illustrated Catalogue Free

No. 25 4 Quarts $5.50
8 Sizes and Styles

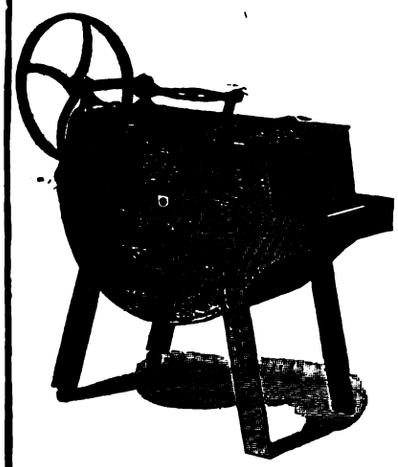
The Enterprise Manufacturing Company of Pa.

N. Y. Branch, 10 Warren St. Philadelphia, Pa., U. S. A. San Francisco Branch, 105 Front St.

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BOSS WASHERS

Eleven Different Styles



—OUR BRANDS—

Boss External Gear Washer
Boss Internal Gear Washer
Boss Corrugated Cylinder Washer
Improved Globe Washer
Boss Rotary Washer
Dietz Spiral Rotary Washer
Champion Rotary Washer
New Standard Champion Washer
Standard Perfection Washer
Banner Washer
Uneeda America Round Washer
Cincinnati Western Square Washer

Cut illustrates our "Boss" External Gear.

Catalogues mailed free to all applicants.

ADDRESS:

BOSS WASHING MACHINE COMPANY,

Station H., CINCINNATI, OHIO.

"THE SAW THAT SELLS ITSELF"

When placed in the hands of the intelligent mechanic, the ATKINS High Grade Silver Steel Hand Saw sells itself. You simply show it and the Saw does the rest.

"

ATKINS ALWAYS AHEAD!



ATKINS SILVER STEEL HAND SAWS

With Perfection Handles are Warranted the FINEST Saws on Earth in Material, Temper, Grinding and Finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Toronto, Ont., 30 Front St., West.

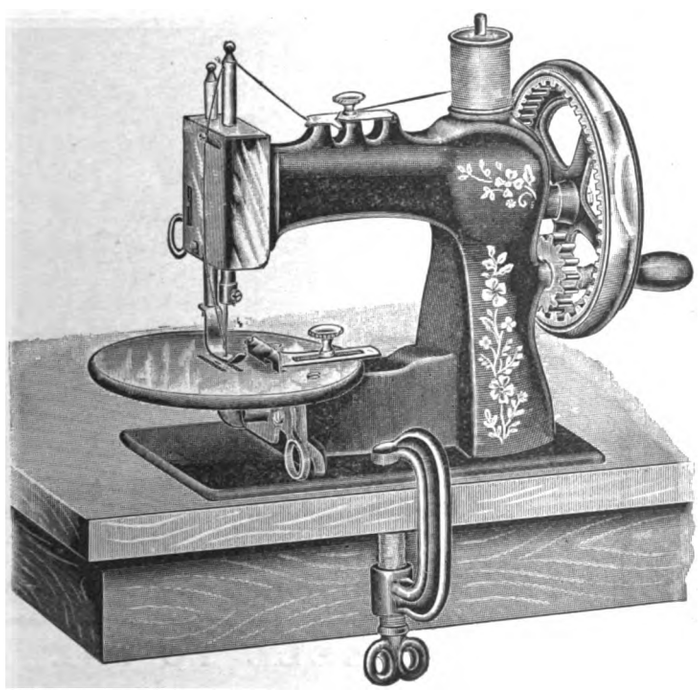
Factories and Home Office:

INDIANAPOLIS,

Ind.

The "Stitchwell"

TOY SEWING MACHINE



LIST $4.00



A Great Winner for the Holidays

WRITE US

NATIONAL SEWING MACHINE CO., Belvidere, Ill.

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PADLOCKS. . .

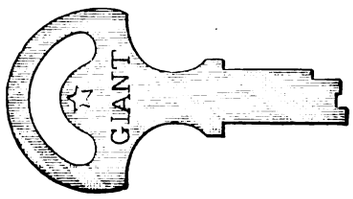


Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

made with four tumblers each.



WRITE FOR CATALOGUE.

THE SMITH & EGGE MFG. CO.,

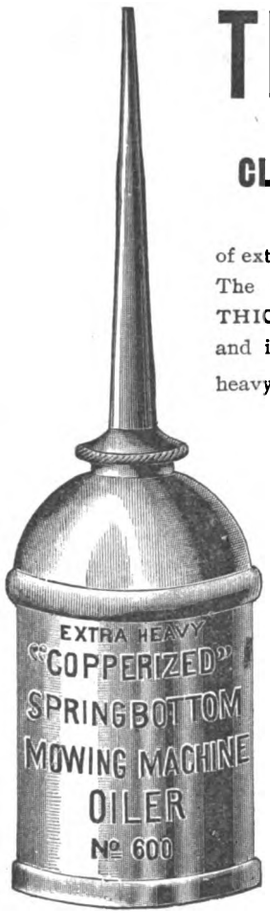
BRIDGEPORT, CONN.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideas in practical tool making. Skilled mechanics prefer Starrett tools; live dealers sell them.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

Berger Brothers, 231 to 237 Arch Street, Philadelphia, Pa., are the manufacturers of the most perfectly cut and brightest tinned Pipe Straps known to the trade. They also have a full supply of their own make roofers and plumbers wrought and malleable hoops of a quality upon which they founded the reputation they have ever enjoyed for turning out good goods. They also manufacture the Perfection Extension Ladder, which is operated by an endless rope, having no fixtures of intricate construction that are liable to get out of order. Circulars sent upon request.

♦

Recent tournaments in Pennsylvania have demonstrated the shooting qualities of Peters shotgun ammunition in the hands of amateurs. At Ligonier, Pa., Mr. L. B. Fleming won high amateur average with 96 per cent., and Mr. Fred Coleman of Hegins, Pa., won the amateur averages at Milton. Scranton (interstate tournament), and at the three days' shoot of the Florist Gun Club, Philadelphia, Pa.

♦

Owing to the controlling importance of the American Hardware Corporation, the position of treasurer has been vacated by P. Corbin, and Charles E. Wetmore was elected in his place. Charles M. Jarvis resigned the position of second vice-president of P. & F. Corbin, and Charles H. Parsons was promoted to his place. A. N. Abbe was elected secretary, and William H. DeWolf, assistant secretary. A number of minor changes were made necessary by these promotions. P. Corbin, while president still of P. & F. Corbin, is also president of the American Hardware Association, Mr. Jarvis continuing as its first vice-president and chief executive officer.

♦

The Guinn Ball Bearing Company, formerly of Baltimore, Md., has arranged to establish its factory at Niagara Falls, N. Y., and will at once transfer its machinery and manufacturing plant to the latter place.

♦

The wire, wire nails and pipe exports made by the American Steel & Wire Co. and the National Tube Co., branches of the United States Steel Corporation, through New York and other Eastern seaboard points last month aggregated about 6,500 tons, being a slight increase over similar exports made in August, and a decrease of about 50 per cent. when compared with the July shipments abroad.

♦

Some of the handsomest and most convincing advertising in the columns of the trade press and leading magazines is put forth by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass. This attractive use of the advertising columns of popular publications, creates a strong desire to know more of such goods; and the dealers are greatly benefitted by the increased inquiry from this intelligent use of printer's ink. "Stevens" certainly know how to do it.

♦

Among the popular household appliances manufactured by Matt. Redlinger, Freeport, Ill., the National Clothes Drying Rack is meeting with such approval as to commend it to the dealer who is increasing his assortment of useful specialties. It is strongly made and neatly finished. The handle and arms are fastened in an iron casting which has a double line arm that is pivoted in the same. The lower end of these arms pivot in the lower end of the wood block which is screwed to the wall. By tilting the handle forward it unlocks, allowing the rack to lower 26 inches.

♦

The Dean Linseed Company, 100 William Street, New York City announced under date of October 7th their willingness to allow $1.10 each for empty Linseed oil barrels if delivered at New York in good condition.

The Hardware firm of Wood & Menagh, Jersey City, N. J., has been dissolved by the retirement of the senior partner, George A. Wood. John S. Menagh, having purchased Mr. Wood's interest, will hereafter conduct the business under the style of the John S. Menagh Company, under which name the business has been incorporated, with a paid-up capital of $70,000. The business has been established 28 years, and has made steady progress each year of its existence under the successful management of the firm, handling as they did Hardware, Paints, Oils, etc., House Furnishing Goods, Factory, Contractors' and Steam Fitters' Supplies, etc. The programme for the future contemplates the addition of several analogous lines which will increase the importance of the business.

♦

The Runskool Metal Company, manufacturers of babbitt and anti-friction metals, removed their factory and headquarters from New York City to Buffalo, N. Y., the company having been reorganized and reincorporated by Buffalo people. Warran P. King is president, and the factory of the company is located at 1310 Niagara Street.

THE DANDY SINK CLEANER.

In the interest of cleanliness and healthy surroundings, the Dandy Sink Cleaner, manufactured by John W. Sudlow, 986 Halsey Street, Brooklyn, N. Y., is reaching out for foreign trade as well as the home circuit. The way the foreigner gets Americanized through our numerous salable specialties is well calculated to keep us within the group known as the World's Powers. Even the Dandy Sink Cleaner may keep "the open door" from closing.

REEDER'S AMERICAN COLD JAPAN.

A product called Reeder's American Cold Japan is being quite generally handled by Hardware dealers as it is said to make an excellent coating for galvanized iron and one of the best roof protectors ever discovered. It is easily applied with a brush, like ordinary paint and on metal roofs, sidings, bridges, iron fences, etc., is recommended by those who have used it from ten to thirteen years in the highest terms. For further particulars address John S. Reeder, Union Trust Building, Cincinnati, Ohio.

CENTURY CASH REGISTER.

The Century Cash Register, manufactured by the Century Cash Register Company, Detroit, Mich., is producing a cash register at a reasonable price that, judging by their numerous testimonials, gives universal satisfaction. The company is making an introductory offer in addition to sending their register on seven days' trial, that may interest you. Write for particulars.

NEW BUILDINGS REQUIRED.

The New England Enamelling Company, of Middletown, Conn., are already adding new buildings for their retinning, galvanizing and coarse tinning departments, finding their facilities at this stage of their career unable to keep pace with their orders. With this additional area they will be able to make prompt shipments.

IF YOU WANT TO KNOW ABOUT SLATE.

David McKenna, manufacturer and shipper, Slatington, Pa., in a 24-page booklet gives considerable information about slate. It is full of interesting information for contractors, builders and roofers. In the publication is expressed the belief that slate will yet be universally used for roofing in this country. The book will be mailed free on application.

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HARDWARE

VOL. XXVIII. OCTOBER 25, 1903. NO. 2

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The reports from our correspondents regarding a continually prosperous trend of Fall business are of a universa satisfactory trade in every direction. The buyers. however, for all classes of trade are watching the signs of the times as to what the future may possibly bring in its train, and conservative estimates are made with no amount of speculation beyond the immediate future and with a frequent replenishing of their wants, the belief being prevalent that changes in the state of affairs, while not apparent at the present moment, may be affected by the turbulent fluctuations of the stock market, in which considerable water is being squeezed out of popular securities with the idea that a settled value will be made that will make a fairly permanent quotation. There are but few changes in Hardware prices that are of sufficient importance to chronicle under the belief that they may affect current quotations to any appreciable extent. What little concession may be gained on material is more than offset by labor demanding some readjustment of a too moderate compensation.

There is a movement now taking place in several important fields of labor looking toward limiting this continual restlessness, which finds no end to the demands of the workman backed by walking delegates and encouraged by sympathetic strikes. No "enterprises of great pith and moment" dare to be undertaken until some settlement is effected that will last until a promoted undertaking can be completed. This has a tendency to make principals cautious in their operations whether they are dealers or promoters.

Some lines of seasonable goods are in short supply, and those factories are pushing their productions with energy and perseverance; but most of the manufacturers know how their facilities have been increased so greatly, that without sustaining orders they could readily have an over production that would embarrass them, and so even he manufacturer feels the necessity for being cautious as to purchases of material in the present state of the markets and the somewhat uncertain outlook for 1904, thus keeping production down to a normal level. The retail trade being nearer the consumer is more apt to know whether the large crops blessing some sections of the country, encourage the dealer to keep up his average assortment of popular supplies; or whether in the industrial towns the strikes and other influences have so unsettled the steady demand for special tools and similar requirements, as to handicap the sales of these profitable lines

Under unsettled conditions that have a tendency to cause the trade to relax the persistent energy which has characterized their efforts for several seasons, it is a matter of congratulation that the merchants may generally withstand fear of disastrous results, take counsel with themselves, and consider well of the future recognizing the wisdom of not overstocking, and keeping well within the line of conservative conditions of traffic, governing themselves as to their future requirements in accordance with the prospects that locally develop.

OUR TRADE WITH JAPAN.

Imports into Japan from the United States for the first time exceed those from the United Kingdom. In the six months ending with June, 1903, the imports into Japan from the United States were 24,950,493 yen, against 23,803,656 from the United Kingdom. This is the first annual or semi-annual period in which the imports from the United States into Japan have exceeded those of the United Kingdom. In 1881 the imports into Japan from the United States were less 2 million yen, against more than 16 millions from the United Kingdom; in 1891, from the United States a little less than 7 million yen, against 20 millions from the United Kingdom; in 1900, 62 million yen from the United States, against 71 millions from the United Kingdom; in 1901 and 1902, following the increase in the Japanese tariff, the total imports into that country showed a considerable reduction, and as a consequence the imports from the United States in 1902 were but 48,652,824 yen, against 50,364,029 yen from the United Kingdom. In the six months ending with June, 1903, the imports from the United States were 24,950,490 yen, against 23,803,654 yen from the United Kingdom. In 1881 the United States furnished less than 6 per cent. of the imports into Japan and the United Kingdom furnished over 52 per cent. In 1902 the United States furnished 17.9 per cent. of the total imports and the United Kingdom 18.5 per cent., while in the six months ending with June, 1903, the United States supplied 15 per cent. of the imports into Japan and the United Kingdom 14.3 per cent.

One cause of the reduction in imports from the United States into Japan since 1900 is the fact that that country is in recent years buying more largely of her raw cotton from India. The total value of imports into Japan from India has grown from less than 8 million yen in 1892 to 49 million yen in 1902, and in the six months ending with June, 1903, was 39,690,954 yen. The importations of ginned cotton into Japan from the United States amounted in 1900 to 1,112,834 piculs and in 1902 to 721,800 piculs, while from India the imports of ginned cotton in 1900 were 739,073 piculs and in 1902, 1,768,189 piculs. The value of imports of raw cotton from the United States in 1900 was 27 million yen and in 1902 19 million yen, while that from India was, in 1900, 17 million yen, and in 1902, 39 million yen.

This partial transfer of the cotton trade of Japan from the United States to India accounts for the fact that the percentage which the United States supplied of the total imports of Japan in 1902 and the first half of 1903 was less than in 1900, in which year we supplied 21.96 per cent. of the total imports of Japan.

The picul is equivalent to 133 pounds.

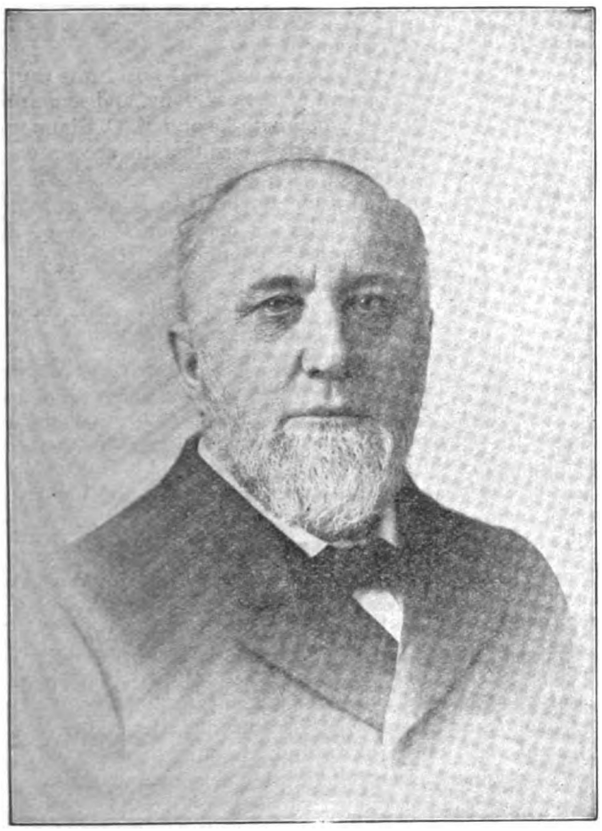
The value of the yen, since 1898, is 49.8 cents.

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DEATH OF WILLIAM G. HIBBARD.

William G. Hibbard, president and one of the founders of the firm of Hibbard, Spencer, Bartlett & Co. and a pioneer in Chicago's business life, died at his home, 1701 Prairie Avenue, Chicago, Sunday, October 11. He had been a sufferer from kidney troubles for about twelve years, and three months ago acute Bright's disease supervened.

Notwithstanding his failing health and advanced age, 78 years, Mr. Hibbard continued to go to his office daily until four weeks previous. A week later he took to his bed, never to rise. Friday afternoon hypostatic pneumonia set in and was the immediate cause of his death. He sank gradually, and was conscious within a few minutes of his peaceful death. The end was not unexpected, and his entire family was with him in his last moments.



WILLIAM G. HIBBARD.

William Gold Hibbard was born in Dryden, N. Y., Aug. 7, 1825, and was the son of Joel Barber Hibbard and Eliza Gold Hibbard. His boyhood and youth were spent in the towns of Dryden, Homer and Cortland, N. Y. In 1849, when 24 years old, he was seized with the "western fever" and obtained a clerkship in the Hardware store of Blair & Stimson, arriving in Chicago, Aug. 8 of that year, and began work the same afternoon. His previous work had been only in a general store, and his knowledge of the Hardware business was extremely limited.

But what he lacked in experience he made up in energy and adaptability, and it was not long before he was made head salesman, then buyer and general manager of the store. The first year he was with the firm he received a salary of $300 and his board. The second year he was paid $600. He remained with the firm six years, when he entered the new firm of Tuttle, Hibbard & Co. This firm consisted of Nelson and Frederick Tuttle, Mr. Hibbard and George M. Gray, Mr. Hibbard and Nelson Tuttle being the active partners. Their store was on South Water Street, between Wabash Avenue and State Street.

The place was burned in the fire of March 2, 1857, but with characteristic energy the firm was installed within a few days at 32 Lake Street. The firm was then confronted by the panic of 1857 and the financial depression that followed it lasted for nearly four years, but was weathered successfully. In 1860 the firm moved to 62 Lake Street.

In 1864 Mr. Gray retired and the next year Mr. Hibbard and F. F. Spencer purchased the interests of Nelson and Frederick Tuttle, changing the name to Hibbard & Spencer. The concern moved to 92-94 Michigan Avenue in 1871, adding a story to the building, and had just reopened for business when the great fire of 1871 came. The two partners and their employes made the greatest efforts to save their books and stock and partly succeeded. The books were taken to Mr. Hibbard's home and most of the stock was stored on the lake front.

Mr. Hibbard lodged and fed more than fifty homeless boys at his residence after the fire.

General Sheridan, in command at Chicago, asked Mr. Hibbard to assist in guarding the Illinois Central tracks from Sixteenth to Eighteenth Street, and the fifty boys whom Mr. Hibbard sheltered were armed with long butcher knives from the rescued Hardware stock and were posted on guard duty.

Within a week after the fire the firm had erected a one-story warehouse and store on the lake front near Washington Street, had telegraphed East for a new stock and was ready to take advantage of the opportunities offered by the great rebuilding work that followed the fire. It remained in its improvised quarters until June, 1872, when it moved into the building on the northeast corner of Wabash Avenue and Lake Street, which it occupied, with various additions, until last year. The company then moved into its new building on the river front between State Street and Wabash Avenue. In 1874 A. C. Bartlett and other old employes of the firm were taken into partnership, and the name was changed to Hibbard, Spencer & Co., and in 1882 more employes were made shareholders, and the firm was incorporated under its present name. Mr. Hibbard being its first president, and continuing to hold that office since.

The concern has become one of the largest wholesale Hardware houses in the United States, and though it has encountered in its long career four financial panics and two conflagrations, it has always recovered and gone on with credit unimpeached. To the far-sighted business policy, the integrity, liberality and energy of the man who has just passed out, do Mr. Hibbard's business associates attribute the steady growth and success of the house of which he was the last surviving founder.

Prosperity never spoiled William G. Hibbard. In his strict adherence to honest purposes he was alive to the efforts of his fellow workers and employes, and strove, by offering them inducements to become stockholders, to share his good fortune with those who helped to bring it.

His charities were large, but carried on quietly and in the direction of real service to the unfortunate. Mr. Hibbard was for more than forty years a member of Grace Episcopal Church, and during much of that time a vestryman of the parish. He was president of the Foundling's Home, to which he gave freely; a liberal supporter of St. Luke's Hospital, an old member of the Commercial, Chicago and Union League clubs and of the Chicago Athletic Association; a director of the Illinois Trust and Savings and the Continental National Banks, and, until illness prevented, always an active worker in every enterprise with which he was connected.

He was married in 1855 to Miss Lydia Beekman Van Schaack, a daughter of H. C. Van Schaack of Manlius, N. Y. She survives him, with six children, Mrs. Robert B. Gregory, Mrs. John Buckingham, Mrs. William R. Stirling, Mrs. W. E. Casselberry, William G. Hibbard, Jr., and Frank Hibbard.

At a meeting of the Hardware jobbing trade of Chicago, the following resolutions were adopted:

Whereas, God in His all wise providence has seen fit to remove from our midst William Gold Hibbard, a man for so many years prominent in commercial, philanthropic and benevolent affairs, and who by his loyalty and devotion to duty has endeared himself not only to his immediate associates but to this entire community; be it

Resolved, That the Hardware and Kindred Trades of Chicago and the United States have lost in the death of Mr. Hibbard a man who for more than one-half century has been identified with their interests. As the head of the largest company of its kind in this country, his wise counsel and keen judgment will be greatly missed. Always kind and con-

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siderate of others, his untiring energy and devotion to right and duty were an inspiration to all who knew him. His well rounded life was spent for all he thought good and best for his family, his business and his city. Members of the trade in this community mourn and feel his loss as that of a friend.

Resolved, That the Hardware Jobbers of Chicago extend to the bereaved family, relatives and associates their sincerest sympathy in this hour of sore affliction; and be it further

Resolved, That a copy of these resolutions be sent the bereaved family and the company of which he was the founder.

DEATH OF RICHARD B. HUNT.

Richard B. Hunt—"Dick" Hunt, as he was known to every one in the Hardware trade, died Sunday morning, October 11th at Mount Vernon, of appoplexy. He had been in the employ of the Charles Parker Company for nearly 37 years, and no one who did business with that company but what knew his genial welcome, his desk being near the door, and ever on the alert he was the first to see the visitor and attend to his wants. He was courteous to a fault, nothing was of too much trouble to give it proper attention. The geniality of his character it will be difficult to match.

DEATH OF MORTIMER C. OGDEN.

Mortimer C. Ogden, one of the oldest and best known Hardwaremen in this city, died last evening at his home, 38 Monroe Place, Brooklyn, N. Y. Several weeks ago Mr. Ogden suffered a stroke of apoplexy. It was followed by two successive strokes, the third terminating fatally. Mr. Ogden was one of the founders of the Hardware Club of New York, of which he was a governor and a member of the Finance Committee since its organization, and of the Hamilton Club of Brooklyn, and of several other political and social organizations, and was also president of the board of trustees of Plymouth Church and one of the most honored and popular men of that organization. At the time of his death Mr. Ogden was in his 72d year. He was born in Middletown, N. Y., and came to New York when 19 years of age, and soon became one of the leading stockholders of the Russell & Erwin Manufacturing Company, eventually becoming manager of that important concern. His successful administration as receiver of and organizer for the Long Island Savings Bank occupied his time for three years. The last twenty-five years he has been president of the Eagle Lock Company, with offices at 105 Chambers Street, one of the oldest stock corporations of Connecticut; being at the same time president of the Southington Cutlery Company. Mr. Ogden was one of the original members of the famous Twenty-Third Regiment, being associated with the regiment in 1861, and was its second captain for several years. He was the first colonel of the Uniformed Veteran Battalion of the Twenty-Third Regiment, president of the Twenty-Third Regiment Mutual Benefit Association for five or six years, and was at the time of his death a trustee of Plymouth Church, on the advisory board as director of several of our most important philanthropies and homes in Brooklyn. Mr. Ogden was of a noble nature and pre-eminently a gentleman of character and integrity; his acquaintance with the Hardware trade of so many years connection, had won for him many steadfast friends; many of them with whom he was intimately associated will miss his genial temperament, his conciliating kindness and that exercise of the high order of his natural abilities which were prominent characteristics. He is survived by a widow and one married daughter.

DEATH OF ISAAC W. MORTON.

Isaac W. Morton, advisory director of the Simmons Hardware Company, director in the St. Louis Union Trust Company, member of the City Council and one of the best known brought her son to St. Louis. His early education was redead on the bed in his room at the Quivre Hunting and Fishing Club, 3½ miles north of O'Fallon, Mo., Sunday evening, October 18. A bullet wound through his head explained the cause of death. Mr. Morton only returned to St. Louis Saturday, October 17, after a two months' stay in the East, where he had hoped to benefit his health. He had been in ill health for seven or eight months.

Mr. Morton was born May 4, 1847, in Quincy, Ill. He was the son of Charles and Rebecca Morton (nee Wyman). Mr. Morton's father died in 1851, and in 1856 Mrs. Morton brought her son at St. Louis. His early education was received in the Wyman Institute, and later he took a partial collegiate course at Washington University, leaving that institution when 17 years of age to enter the employ of the Second National Bank as a collector. Later he filled successfully the position of bookkeeper and teller in the same bank.

In 1865 Mr. Morton entered the employ of Waters, Simmons & Co., later succeeded by E. C. Simmons & Co., and finally by the present concern, the Simmons Hardware Company, with which Mr. Morton was prominently connected, and was, at the time of his death, one of the advisory directors. When the firm of Waters, Simmons & Co. were succeeded in 1872 by E. C. Simmons & Co., Mr. Morton became one of the firm. His rise in the commercial world was rapid. He soon became vice-president of the company, and remained in that capacity until 1898, when both he and E. C. Simmons, the president, retired from active business to accept each the office of advisory director.

Mr. Morton was married June 19, 1877, to Miss Jeannette Filley, daughter of O. D. Filley, at one time Mayor of St. Louis. Mrs. Morton and three daughters, Misses Alice, Helen and Jeannette survive him.

E. C. Simmons, founder, advisory director and former president of the house which bears his name, sent to the employees of the company a glowing tribute to his memory, from which we extract the following:

> "Isaac W. Morton entered into rest Sunday, October 18. My heart is torn and bleeding. If tears would avail this page would be watered. He was my brother—my friend—my companion—my business intimate. A nobler man I have never known. Those who lived and day by day worked by and with him, know as none others ever will the breadth, the hight, the depth, the generosity, the sympathy and charity embodied in him. He was one of the best of all God's creations—a man who realized that he was here for the good he could put into the world and not for what he could get out of it; a sweet, strong, forceful and gentle nature; battling always for the right and with unlimited courage; possessed of a judgment almost invariably correct and a perseverance seldom equaled; loyal to his friends, generous to his foes. Enemies he had none; friends he counted by scores."

DEATH OF OLIVER S. JUDD.

Oliver S. Judd, of New Britain, Conn., died on the 17th inst., aged 87 years. Mr. Judd was one of the earliest pioneers in the manufacturing industries of New Britain. He was born November 30, 1816.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The monthly meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, Wednesday evening, October 14, President Sayward in the chair. The records of the May meeting were read and approved. About 40 members were present, and after the dinner the president introduced the speaker of the evening, Hon. Horace G. Wadlin, Librarian Boston Public Library. Mr. Wadlin's remarks were identified with several topics, which possessed considerable interest for those present, and he was given an unanimous vote of thanks. During the dinner popular music was played by Daggett's orchestra.

Secretary Farless took occasion to allude to the death of George T. Carter, the oldest Hardwareman save one in Boston, who died at Somerville, Mass., October 13, at the age of 84. Mr. Carter was highly respected by the trade and retired from business only a few years ago.

The next meeting of the association will be held on the second Wednesday in December, and will be observed as Ladies' Night. The Committee of Arrangements are Samuel H. Thompson, Myron H. Tarbox and James H. Farless.

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OUR BRITISH LETTER.

(From our Special Correspondent).

London Oct. 13th, 1903.

I. F. A. EXAMINATIONS.

The Ironmongers' Fererated Association are looking forward to their first examination of assistants which is to take place in a few months. It is to be held in Manchester and will be somewhat experimental in character. The General Secretary of the I. F. A. informs me that he has had many

The Ironmongers' Federated Association are looking for-applications for prospectuses and copies of the syllabus recently issued, and he has every reason to believe the first examination will be well attended, and that many will offer themselves for examination. The scheme is a progressive one, and one which it is hoped will tend toward greater proficiency on the part of the English Hardware assistants. It certainly should call forth the energies of intelligent young men and bring out their applications, thereby enhancing their value to their employers. The first examination will consist of papers on sixteen subjects, some of which are elementary, but all essential in the satisfactory conduct of an ironmongery business. Twenty-one other subjects are given as optional and as these relate to technical matters and branches of the trade not always practiced by the average ironmonger, doubtless comparatively few will enter for competition. Other matters entered as optional such as "A knowledge of rain water goods," "Kitchen ranges and stoves," "Guns," "Cycles," "Scales and Weights," etc., are regarded by many as essential matters which ought to be included in the compulsory subjects. The result of the examination is looked forward to with interest by all supporters of the Federation movement and those who wish to see a better state of proficiency among ironmongers' assistants.

PROGRESSIVE IRONMONGERS.

There is a marked improvement in the arrangement and construction of modern ironmongery premises and a noticeable assimilation toward American principles. Many of the new buildings have more pleasing architectural appearances and are rendered attractive by handsome wrought copper signs and ornamental wrought ironwork. The importance of catching the eye by an attractive exterior is now generally recognized and the tendency is towards a high state of decoration rather than attraction by stiff and ugly advertisement boards, huge name signs, and such like efforts once thought to be the only means of attracting passers by. A Welsh firm of ironmongers have just opened a splendid building at Swansea, fitted up on American lines, and the ceilings of the shop and showrooms are embellished with embossed steel. The most curious feature in connection with which is, that the steel sheets were rolled in Swansea—almost within a stone's throw of the building in which they have just been placed—after having crossed the Atlantic twice and passed through an American factory where the beautiful embossed designs were added. The opening ceremony in connection with this new ironmongery emporium was quite novel and thoroughly in keeping with the progressive firm of ironmongers who have just opened the premises. The Mayor of Swansea officiated at a public ceremony and the entire building, beautifully decorated and its contents effectively displayed, was inspected by upwards of 4,000 persons who visited the premises on the opening day.

INCANDESCENT GAS LIGHTING.

British ironmongers have taken up the sale of incandescent gas-light fittings and accessories with a considerable amount of spirit, and many who scarcely touched the gas fitting business before the introduction of incandescent gas lighting, are now carrying on an important business in this departmet. There are many makers of incandescent burners and fittings, some good, some bad, and some indifferent, but by careful selection, testing experiments and cool judgment, retailers are able to place in the hands of their clients thoroughly reliable mantles and fittings. Electric lighting is not so generally adopted in Great Britain as it is in America and comparatively few private houses are lighted by electricity, the majority of persons remaining content to use coal gas, the light from which has been so greatly enhanced by the principle of incandescence. The season for the sale of these goods is now at its height and many brilliant window displays may be seen in the leading provincial towns of England. The sale of petroleum lamps and other lighting appliances is one of the chief features in a British ironmonger's business during the winter months. There is some enquiry for portable oil stoves and heating apparatus but so far the autumn weather has been mild and a sharp spell of frost is needed to give impetus to the heating stove trade.

THE ORIGIN OF THE TOOLS AND THE LOCAL PREJUDICE.

Some interesting notes in reference to the peculiar forms of agricultural tools and some of the simpler implements and workmens' appliances, have recently appeared in one of the leading British magazines. It is a matter that has frequently occupied the attention of Hardwaremen, and the manner in which local types of implements and machines influence the sales of those specialties in certain districts, affords much food for reflection. American manufacturers of implements and agricultural tools have long recognized the fact that tools suitable for use in America are totally unsuited for sale in this country. This has frequently been put down to local prejudice and it is a common practice to ascribe the difficulty of introducing new goods in certain districts to local peculiarities and prejudices. The notes to which I refer bring out strongly the fact that rustic farm laborers and rural workmen are by no means ignorant of the forms of tools specially adapted to the local peculiarities of their district. What may be ascribed as "rural technique" is an acquired knowledge, the result of many generations of agriculturists and workmen who have gradually learned the forms of implements and tools best adapted to their work and to the materials which they have to employ. This rural technique naturally influenced local makers and contributed in no small degree to the form of agricultural implements and tools, the greater portion of which were formerly made by local blacksmiths and wheelwrights in different parts of rural England. Some of these men earned for themselves names and a popularity which travelled far beyond their own narrow limits, and, in consequence of the widespread popularity, some of these firms still exist, although scarcely recognizable in the great limited companies and manufacturing concerns which are but the outcome of a steady upward growth of the once small and unimportant country workshops. These makers grasped the true form best adapted to the tillage of the soil, and it is only those manufacturers who have closely followed these old patterns, who have been enabled to plant their goods with so great success. Many American manufacturers have failed, inasmuch as they have not followed closely what to them appear antique patterns, but which British workmen have learned to consider as the height of perfection. On the other hand some American firms have followed British patterns closely, and their tools, which are of undoubted quality and finish, are exceedingly popular in this country and are found in Hardware stocks, side by side with English made goods.

THE AMERICAN MEETING OF THE IRON & STEEL INSTITUTE.

British engineers are much interested in the proposed visit of the Iron & Steel Institute to America next year. The invitation, given by the American members of the Iron & Steel Institute, was gladly accepted at the recent meeting at Barrow-in-Furness. The invitation was a fitting compliment to Mr. Andrew Carnegie, and fully appreciated by British manufacturers and merchants. Doubtless the meeting, which will take place in October, 1904, will be well attended, and it is fully anticipated that American hospitality will be extended

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in a liberal scale to the members of the Institute. Doubtless many members will take the opportunity of visiting the St. Louis Exhibition and of seeing over some of the great American manufactories, commercial buildings, and works.

AMERICAN AND ENGLISH METHODS OF BUSINESS.

A recent issue of the *Magazine of Commerce* contains an interesting article entitled "American vs. English Methods of Business." The writer compares the business habits of the two nations somewhat to the advantage of Americans. The strong point brought out in the book is that accessibility to the presence of the merchant princes of the States which stands out so conspicuously in contrast to the difficulty experienced by commercial men and business visitors to the great men in this country. The difficulty of approaching the principal, especially when matters of importance make it so necessary that the right construction may be put upon motives, reasons and causes, and when true facts can only be ascertained by a personal interview. Unfortunately it is too true that the average business man in England prefers to conduct his affairs, even those of weight and importance, through the medium of others or by correspondence. The same principle prevails in a lesser degree among retail traders, and commercial travellers experience great difficulty in approaching the principals of comparatively small concerns. Doubtless much valuable information is lost by this conservative reticence, which prevents the average business man from seeing and hearing for himself the true facts of matters which can be settled in a more satisfactory manner by personal touch between the interested parties. It is proverbial how readily Americans grasp important matters and decide quickly on the merits of the case presented before them. Doubtless the habit of quick and prompt decision has been arrived at by long practice and experience, and until English commercials and business men learn to act with as great promptitude as their American cousins and to condense in a few words the pith of the whole matter, there will always be a reluctance to give audience which may result in a long argument and loss of time. In these days of pressure of business and an ever increasing tendency to rush through more work in the same length of time, there must naturally be a sharpening of wits and a greater promptitude of decision in all business matters. The Americans have undoubtedly cultivated this valuable gift to a large extent.

MUTUAL FIRE INSURANCE IN MINNESOTA.

M. S. Mathews, the secretary of the Minnesota Retail Hardware Dealers' Mutual Fire Insurance Company, announces to the trade in his State that

> "The articles of incorporation of the Retail Hardware Dealers' Mutual Fire Insurance Company, having been amended to conform to an enabling act passed by the last legislature, it is hereby announced that, in addition to its previous business this company is now prepared to write insurance on the residences and household goods of its members. It is hoped that the members will avail themselves of its provisions."

At the last session of the Minnesota legislature, the changes were formulated and adopted that enable the company to do this, and at the last meeting of the board of directors Secretary Mathews was authorized to make the above announcement, and the old line policies as fast as they expire are renewed in the "Mutual."

LEFEVER ARMS CO.'S CATALOGUE.

The Lefever Arms Company, Syracuse, N. Y., have recently added to trade literature a very attractive catalogue which forms an oblong pamphlet of 32 pages, printed in two colors, the typographical appearance of which alone would insure its preservation. Referring to the fact the Lefever gun does not "seek the trade to whom cheapness in price is the main consideration." They give the points of excellence of this arm in the following language:

"The Lefever is the only gun built with compensating action, making possible the taking up of wear at all points and increasing indefinitely the life of all our guns. At such points in our guns where the tendency to wear and strain is greatest will be found materials of the greatest resistance, all properly distributed so as to best overcome such action. Careful consideration has been given the subject of distribution of materials throughout our guns, with the result that they are unequalled in points of pleasing outline and nicety of balance. All grades of Lefever guns are bored on the taper system, giving the maximum of penetration and absolute evenness in shot distribution. They are built and bored for either Black or Nitro powder, handling either with equally satisfactory results.



LEFEVER ARMS CO.'S "B GRADE" GUN.

Our guns are made from the highest grade of material and with the best of tools and machines, all parts being subjected to accurate gauge tests, and every gun being hand finished by the most expert of skilled workmen. We have introduced medium price guns to meet a demand, but they are in every way first-class, durable, accurate shooting guns and will in no way detract from Lefever reputation, now so well and widely established and which we shall continue to zealously guard."

We present an illustration of B. Grade which is a popular one with sportsmen furnished with English, Damascus or Krupp steel barrels, and is of superior style and great strength. The gun is fitted with a handsome English walnut stock, straight grip, one-half pistol or full pistol grip, horn cap, gold plated triggers, horn butt plate. It has the Lefever full compensating action, and is listed at $200. It can be furnished in ten, twelve, sixteen and twenty gauge. The catalogue will be found of importance to those handling high grade guns.

The Automatic Wringer Co., of Muskegon Heights, Mich., manufacturers of the well known line of Automatic Clothes Wringers, on Oct. 2d increased their capital stock to $100,000. This was deemed necessary by the stockholders to take care of their ever increasing business. The company will put up another addition to their plant and install several special and up-to-date machines. General Manager M. P. Janisch stated that although they turned out a large volume of goods during the past season, they find themselves several thousand wringers behind this day, and that with the increased facilities the company will be in position to take on a larger volume of business and give orders prompt attention.

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MIDDLE WESTERN HARDWARE TRADE.

(From our Traveling Correspondent).

The outlook in the middle west for winter business is good. The corn crop is better than has been reported, cattle and sheep are bringing fair prices, and the farming interests throughout the west generally are in good condition. There is a good movement of Hardware and building supplies into the country and payments by the country trade are more prompt than during the Fall of 1901 or '02. There is no reason to doubt but that the winter trade in Hardware will be fully up to that of a year ago.

Omaha is one of the great gateways of the west. As a shipping point it is unsurpassed, and controls and will control much of the middle western trade. From Omaha the salesmen of the Lee-Glass-Andreesen Hardware Co. reach out into the far west and up into the extreme northwestern country.

Another up-to-date jobbing Hardware concern of Omaha is the Wright & Wilhelmy Co. This firm are constantly increasing their lines and branching out for new trade. A line of sporting goods has recently been added to meet the demands of their trade for these goods. There is more building at the present time taking place than ever before in the history of the city.

The Dunning Hardware Company are located in the centre of the present retail district of Omaha and cater to the best builders and shelf Hardware trade. The store of the Dunning Co. is well arranged and well stocked, the shelving running from the floor to the ceiling, thus giving it an appearance of completeness. A fine line of cutlery and tools is also carried by this concern and an extensive business is done in this line.

In speaking of the large western distributors one would be obliged to mention the Empkie-Shugart-Hill Company of Council Bluffs. The success of this concern has been most marked. Starting as they did only a comparatively few years ago as a retail Hardware store and to-day covering a trade of Iowa, Nebraska and South Dakota thoroughly. The Empkie-Shugart-Hill Company carry only the best of goods and their customers seem to appreciate this fact. This concern recognizes the fact that the retail Hardware store is fast becoming more of a general store and to meet this increasing and expanding trade many new lines of goods are constantly being added. By this and other up-to-date methods the firm are not only holding but are fast increasing their business.

A large double store is occupied by Swaine & Mouer, both members of the firm being practical Hardwaremen, a very good retail trade is carried on. An up-to-date and attractive sign is used by this concern, being a large crescent and owl. A motto that is known to all users of Hardware in Council Bluffs is, "When you want Hardware come to the store under the sign of the Crescent and Owl." The arrangement of the store is especially good, the shelf Hardware being shown in up-to-date glass covered cases. Prisms being over the upper part of the window, the store is very light. In addition to a general line of Hardware, stoves and furnaces are carried and a large business is done in this line.

Another large retailer of Council Bluffs is the Peterson & Schoening Company, who in addition to Hardware, stoves and sporting goods, carry a large line of crockery, furniture and house furnishing goods. The establishment of this concern occupies five stores. The firm's motto is "The best goods in the market for the lowest money," and by constant effort the firm endeavors to carry this motto at all times into its business.

One of Kansas City's most progressive retail Hardware concerns is the Bunting-Stone Hardware Co. The new store of this firm is now located on Delaware Street in the building formerly occupied by the Gille Hardware Co. Mr. Stone said that the business had grown very materially since moving, and that the outlook was very good. Continuing, Mr. Stone further remarked: "Our business is largely with the contractors and builders, although we are now doing quite a little jobbing business, which we hope to increase in the future." A very good line of tools and cutlery is carried, as well as a general line of builders' Hardware and contractors' supplies by the Bunting-Stone Hardware Co.

By far the largest Hardware house in Kansas City, is the Richards & Conover Hardware Co., which concern do an exclusively wholesale business. The new warehouse of Richards & Conover Co. was completed early in the year and is now occupied by the firm. This warehouse is a model for convenience and arrangement and with the firm's perfect organization gives the Richards & Conover Co. a great advantage in filling and shipping orders.

In referring to local business conditions, one of Kansas City retailers said: "We are not looking for any boom out here, and have no boom now, but are just as busy as it is possible for us to be. There is more building and more improvements going on to-day than there has been for many years; hardly a vacant store or dwelling in the entire city, and I tell you if things were going in some cities as they are here, there would be brass bands out every day. We had boom times once, but hope never to see them again." Good steady growth and development of the great southwest is fast making Kansas City, Mo., one of the great distributing points of the country.

As a Hardware center there are few cities along the river that do more business than St. Joseph, Mo. Here the Wyeth Hardware & Mfg. Co. have their big establishment, employing 65 traveling salesmen, and covering the entire western country. In addition to the lines carried by every up-to-date Hardware jobbing house, the Wyeth Hardware Co., do an extensive business in saddlery goods and cutlery—in this latter line a more complete stock is probably carried than by any other Hardware concern. The standard of their trade-mark goods has always been kept up to the highest mark.

The retail establishment of the Neudorff Hardware Co. is one of the oldest Hardware stores of St. Joseph. The store has rear windows and is so arranged that a very good effect is given upon entering, the store being light and airy and attractive.

The McDonald Hardware Co. is the concern of St. Joseph that makes a specialty of shelf Hardware. A fine trade has been built up by courteous treatment and by handling reliable goods.

Both a wholesale and retail business is done by the Burgess Frazer Iron and Hardware Co. This firm carry as complete a line of farm tools and heavy Hardware as is found in St. Joseph. Another concern carrying on both a retail and local jobbing trade is A. T. Whalen. Mr. Whalen said that business was up to any former year, and that the country trade was constantly increasing.

One of the old reliable jobbing houses of St. Louis is the Witte Hardware Co. For many years this firm has enjoyed a constantly growing trade until to-day the trade mark, "IXL," as used by the Witte Hardware Co., is known throughout the entire West and Southwest. Their brand of "IXL" when seen on an axe or hammer, a plane or chisel is known to represent the best of its kind, and is accepted by the trade as the very highest grade. The policy of the Witte Co. has always been never to sacrifice quality for price on its trade mark goods, and the firm are now receiving the benefit. In addition to a complete and general line of Hardware the Witte Hardware Co. do an extensive trade in sporting goods, which department is in charge of P. Byrne.

Among the growing concerns in the Chicago trade is the Trout Hardware Co. who are successors to Geo. W. Trout & Co. To better take care of their increasing trade the Trout Hardware Co. are now located in a large five-story warehouse at 174 and 176 Lake Street. To meet the larger and more varied demands of the retail Hardwareman this concern are adding a number of new lines of goods and have in preparation a large. complete general Hardware catalogue.

The Bullard & Gormley Co., of 78 Randolph Street, carry an extensive line of shelf and Builders' Hardware and cater to a fine retail trade as well as a local jobbing business. Mr. Gormley said that trade was good and that the wholesale business was constantly growing. The retail store is attractively arranged and goods are well displayed.

The S. J. Stebbins Hardware Co., of 74 Van Buren Street, are doing some very novel advertising. One of this firm's ads. as seen in many places reads thus: "If its Hardware and you can't get it at Stebbins', you can't get it in Chicago." And although the stock carried by the Stebbins Co. is extensive, still the store is so arranged that there is not the mixed look about the place that often is noticeable in some Hardware stores.

A large retailer of general Hardware is the Orr & Lockett

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Hardware Co., of 71 and 73 Randolph Street. A very fine line of cutlery and house-furnishing goods is carried by this concern. A special effort is made in window display advertising and very attractive displays are shown in the large double windows.

Wallis, Robinson & Co., of 202 Lake Street, are practically manufacturers' agents, carrying ten distinct lines of goods. A very attractive line of knives is shown by this concern, and is meeting with a large sale. The display boxes for pocket cutlery are especially good, the sample being held on the box by a small spring, the knives being sold from the box, the sample is not handled and does not become rusty. The line of cutlery and patent display boxes are the product of a Rochester, N. Y., maker.

BISSELL EXHIBITS.

Conspicuous in the display shown herewith is the exhibit of the Bissell Carpet Sweeper Co., who for twenty years have never lost an opportunity of showing their goods in expositions of note throughout the world. This company has participated in the Oriental exposition just closed at Osaka, Japan (picture of the exhibit shown herewith) and the company have just received official notice from the Imperial Commission of Japan, with diploma bearing the official seal of the Japanese government. Diploma reads as follows:

Osaka, Japan,

The Bissell Carpet Sweeper Co.,
Grand Rapids, Mich., U. S. A.

Dear Sirs: We, by order of H. I. H. the prince Kitchito, President of the Fifth National Industrial Exhibition of Japan, hereby express our thanks for the valuable display of the above mentioned articles which proved to be special object lessons to our people, in the Foreign Samples Building of the Fifth National Industrial Exhibition held in the 36th year of Meiji.

Baron Tosuke Hirota, Vice-President of the Fifth National Industrial Exhibition.

The first day of the 7th month of the 36th year of Meiji.

Accompanying the diploma, was a very interesting letter from the Bissell Carpet Sweeper Co.'s representative at Osaka, and we publish same herewith:

Osaka, Aug. 1st, 1903.

The Bissell Carpet Sweeper Co.,
Grand Rapids, Mich., U. S. A.

Gentlemen: I have the honor of informing you that the jury named by the Imperial Commission of the Exposition of Osaka, has classed your exposition "Hors Concours" (beyond competition).

This jury was composed exclusively of Japanese, learned and competent, but too modest to permit themselves to judge your carpet sweepers. Besides, it would have been difficult to unite the elements necessary to form an Independent International Jury, while combining the desired ability.

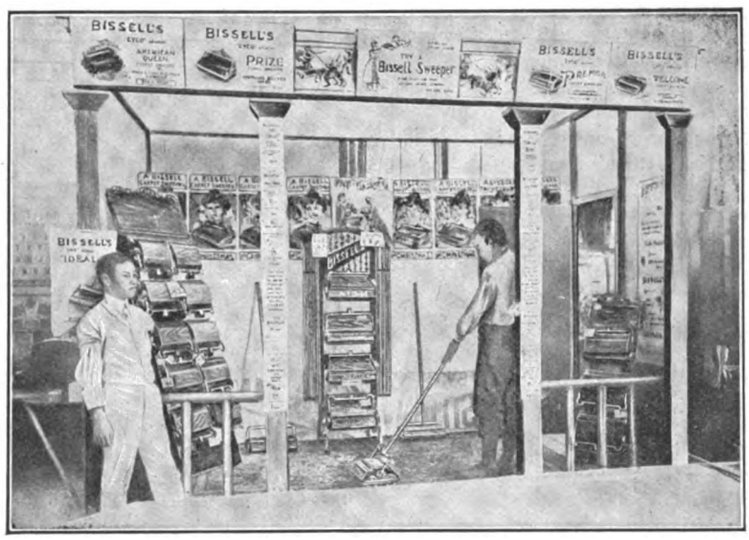
The diploma in Japanese which I shall send by mail, and the letter enclosed, constitute, then, an award named "Hors Concours." This title is superior to the diploma of honor, gold medals, etc. I shall remain in Japan several months longer, and until I send you a cable announcing my departure, please write me as follows: P. J. Pierson, fils, care Mr. Masuyama, Tengachaya, near Osaka, Japan. I hope that you will be satisfied with the result, and pray you accept my sincere greetings.

E. J. Pierson.

The Bissell Co. has also secured the highest awards in the following notable Expositions:

National Mechanics Charitable Association, Boston, 1884, 1885, 1886, 1887, 1888, 1889, 1890, 1892; Anglo-Danish Exposition, London, 1888; Paris Exposition, 1889; Paris Exposition, 1900; Pan-American Exposition, 1901.

The Robertson Electric Company, of Buffalo, N. Y., has increased its capital stock from $20,000 to $50,000, and the plant and storage facilities of the company will be materially enlarged.



BISSELL'S EXHIBIT AT OSAKA, JAPAN.

GERMAN TRADE JOURNALS.

There is no country in the world which has so many trade journals as Germany, writes United States Commercial Agent Ernest L. Harris, Eibenstock, Germany. The trade journal is a powerful organ for bringing producer and consumer and wholesaler and retailer together. What the trade journal accomplishes for the interstate commerce of any one country, certain journals now in circulation are accomplishing for international commerce. The American trade journals on file in the various consulates, chambers of commerce, and other merchant organizations in Europe are unquestionably furthering the interests of our export trade. The advertisements in them may not always produce business at the outset, but they lead to inquiries along certain lines of manufacture which, if carefully answered, lead to the desired trade openings abroad.

LEAD WASHERS OF GREAT UTILITY.

Every indication points to the fact that the use of Lead washers is becoming more universal every day. Corrugated roofing and siding are said to last much longer, and will not leak or become loosened by wind or weather if lead washers are put on the nails used for nailing the roofing in position. The specifications for modern buildings, requiring corrugated and metal roofing, specify the use of lead washers for the nails, as this is the weakest point in roofing, where the metal is punctured, but by the use of the lead washers, a water tight gasket is formed. These washers are being used extensively all over the United States. Littleford Bros, Cincinnati, Ohio, manufacture them and will send samples and prices on application.

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NEW GOODS AND SPECIALTIES.

THE GRAND RAPIDS ROLLER BEARING SASH PULLEY.

The Grand Rapids Hardware Company, Grand Rapids, Mich., are manufacturing and just placing on the market a roller bearing sash pulley which they call the Grand Rapids.

The prominent features are the roller bearing wheel and the device for attaching to the jamb. As every pulley is made of a standard size, it is necessary only to bore three 1-inch holes in line, the centers to be ¾-inch apart, or to mortise with any pulley mortiser using 1-inch bits, cutting the mortise 2½

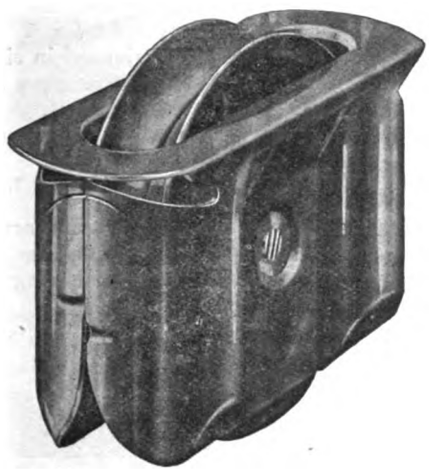


FIG. 1.—THE GRAND RAPIDS ROLLER BEARING SASH PULLEY.

inches long. No counterboring for face plate is necessary and no screws are required to hold the pulley in position. Explicit directions for mortising and attaching the pulley are given, and punches and sets are supplied to all users. The construction of the wheel is a distinctive feature, Fig. 2 showing six steel rollers, which are ¼-inch in diameter, and run on a solid steel axle of the same diameter, making a bearing little subject to wear. The manufacturers state that this roller bearing pulley can carry more weight than any sash cord will support. The stock pulleys are made regularly in polished natural steel, but upon special orders, can be furnished in gun metal, brass, bronze or antique copper finish.

MINIATURE MACHINIST'S HAMMER.

The Davison Mfg. Co., 112 Front Street, Brooklyn, N. Y., among the miniature tools they make to be worn as stick pins or watch charms, are the manufacturers of one in the shape of a ball pein machinst's hammer 1½ inches long. Both the head and handle are drop forgings and they are very accurately proportioned in every detail. They are made in gold, silver and nickel plate, also in silver and oxidized copper, heads and handles alike or with the head and handle of different style of plating.

THE ANN ARBOR LIGHTING SYSTEM.

The Superior Mfg. Co., Ann Arbor, Mich., has published a handsome booklet entitled "Light." The booklet fully illustrates the Ann Arbor lighting system made by the Superior Mfg. Co., and which is claimed to be the most perfect of the many gasoline lighting devices now on the market, which have been so instrumental in introducing this system of illumination into almost every town and hamlet throughout the

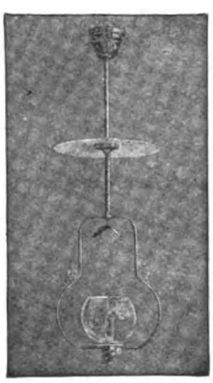


FIG. 1.



FIG. 2.

United States. The booklet devotes many of its pages to a full discussion of gasoline lighting in general, illustrating the same with a detailed description of the system, aided by fine half-tone illustrations. The Ann Arbor lighting system is artistically and substantially made; the fixtures are very attractive. Cut No. 1 shows a popular style, the light produced being regarded as little less than marvelous in the penetrating quality of the illumination. The company absolutely guarantees the system for a period of two years, but the manufacturers claim that being constructed of brass throughout, a substance not corroded by gasoline, it is just as likely to last a lifetime. This company also makes a full line of individual lamps for use in homes, stores and churches. The cost of installing this system is very small by comparison with any similar method of illumination, and the light produced much brighter and of greater power than either gas or electricity at a small fraction of the cost of either. A copy of the booklet will be forwarded on request, by the Superior Mfg. Co., at the above address.

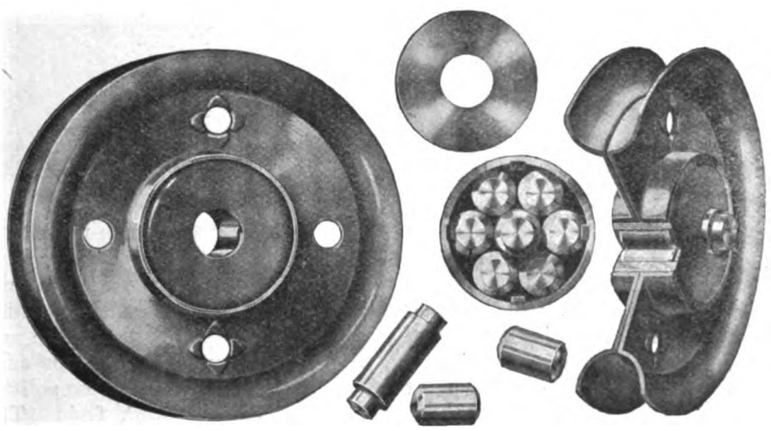


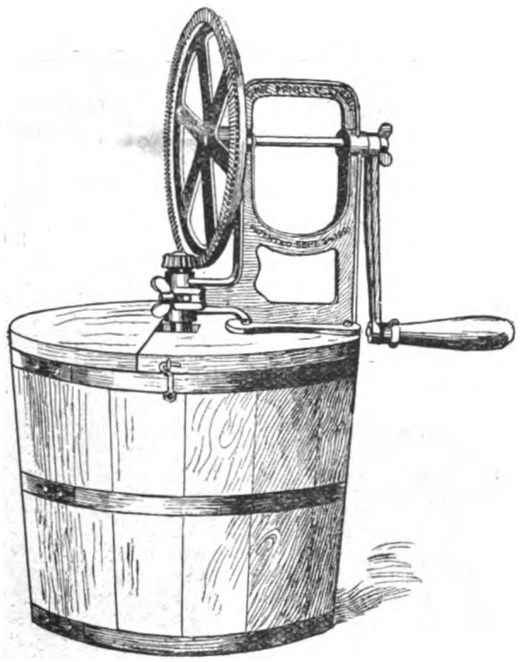
FIG. B.—GRAND RAPIDS ROLLER BEARING WHEEL.

THE ONE MINUTE CHURN.

The One Minute Churn Company, No. 9 Gold Street, New York City, are placing upon the market the One Minute Churn, of which we give an illustration herewith. It is claimed to be the most scientific and practical churn ever invented, as it is capable of producing the best and purest grade of granular butter within the time specified. In the operation it eliminates all casein or albumen which causes all

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offensive taints and prevents butter from becoming rancid. The churn is quite simple in construction and can be manipulated by hand or motive power. It is made in seven sizes,



ONE MINUTE CHURN.

the smallest one quart being only an industrial miniature size. The regular trade sizes are 1, 3, 5, 7, 9, and 13 gallons. The churn will churn about half the quantity specified, the dasher requiring the remaining space.

NEW GEM SAFETY RAZORS IN CASES.

The Gem Cutlery Company, 31 Reade Street, New York, in preparation for the holiday trade which promises this year to cover a larger field than usual of specialties of a similar



FIG. 1.

character, call especial attention to the handsome manner in which they are putting up the Gem Safety Razors of which we present herewith several illustrations. Fig. 1 shows the New Gem case No. 2, which is one of the most



FIG. 2.

popular of their several styles, being moderate in price and stylish in appearance, consisting as it does of one New Gem Safety frame with adjustable blades. The case is finished in genuine morocco, and is lined with satin relieved by doeskin. The cover has a spring hinge and all metal trimmings are nickel plated. Fig. 2 shows the No. 6 case, which contains one safety frame, two blades, a box of perfumed shaving soap, holder for stropping and honing blades, collapsible shaving brush, comb and cosmetique. In size it is 4¾x4¼x

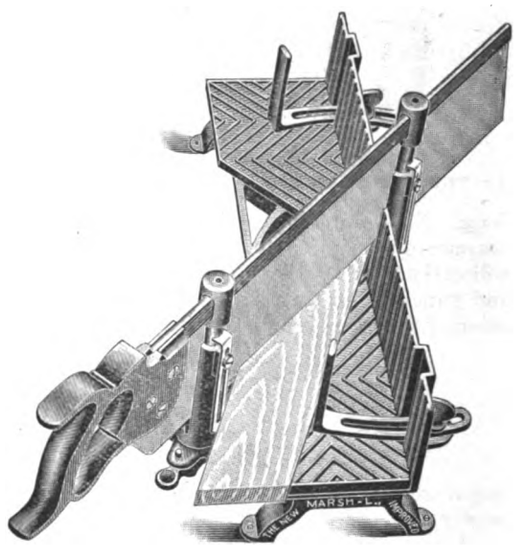


FIG. 3.

1¾. Fig. 3 shows case No. 7, containing one safety frame and seven blades. In size it is 4¾ x 3 3-4 x 1 3-4 inches. Cases Nos. 6 and 7 are lined and trimmed in similar excellence to case No. 2. A number of other cases arranged in a manner that cover every possible requirement are supplied by the company and described in their catalogue.

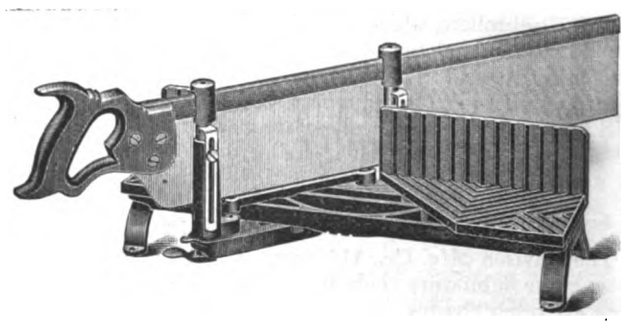
THE NEW MARSH-LANGDON MITER BOX.

H. C. Marsh, Rockford, Ill., is the manufacturer of the new Marsh-Langdon Miter Boxes of which we give two illustrations herewith. The manufacturer having had a num-



NEW MARSH-LANGDON MITRE BOX.

ber of years experience with mitering tools believes he produces an unrivalled article in this to which we call attention. Each box has metal face or bed plates. These plates have ground surfaces, the tops and bottoms absolutely true and parallel—no warping, no splitting off, always a true and level bed plate to work from. The dges of the plates are ground also, and they add much to the general appearance of



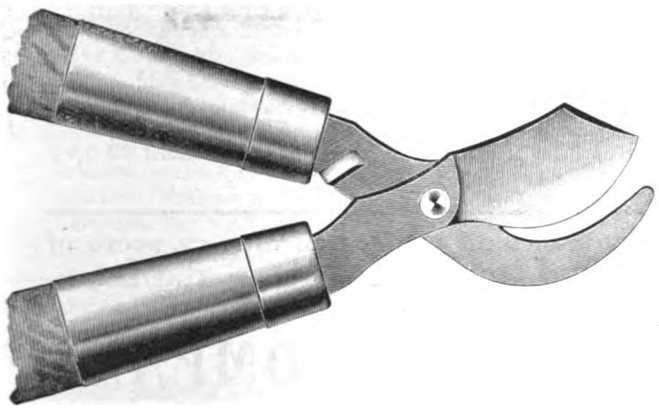
the tool, to say nothing of the very material advantage gained in the trueness and accuracy of the work, as well as in the durability of the box. The design or the arrangement of the ribs on the plates is such as to tend to keep the stock from

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slipping while being sawed. Care is taken that every machine and miter box is tested before leaving the factory, and they are guaranteed to be true and perfect in construction. The saws with these boxes are also warranted and have 12 points to the inch.

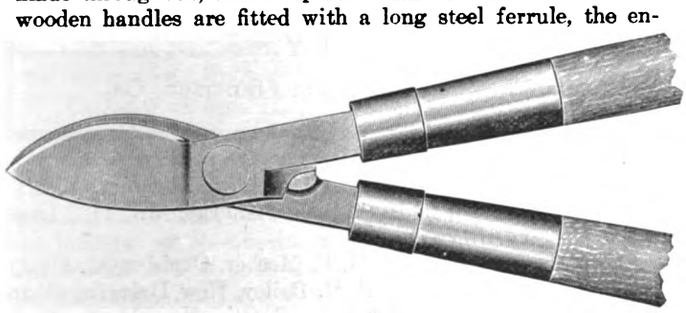
SMITH'S NEW PRUNERS.

Seymour Smith & Son, Oakville, Conn., John H. Graham & Co., Sales Agents, 113 Chambers Street, New York, in their new and enlarged catalogue call the attention of the



THE "OAKLAND" PRUNER.

trade to the two new pruners of which we present illustrations herewith. The Oakland pruner has been added to the assortment produced by this concern to meet the demand for a pruner of extra strength that could be relied upon to stand the most severe test. Both blade and hook are made from the best cast steel forged from the bar; they are well made throughout, and tempered with extreme care. The wooden handles are fitted with a long steel ferrule, the entire pruner being constructed in the best possible manner for extended service. The Redlands pruner was brought out to supply a demand for an all steel pruner, somewhat lighter than the one above described, but of equal quality. It has been modeled along the lines of the pruners largely used on the Pacific coast where it has become exceedingly popular. The manufacturers refer to the fact that having greatly strengthened the shanks which go into the wood handles, these pruners are regarded as powerful cutters, as all danger of bending or breaking under severe use is avoided.



THE "REDLANDS" PRUNER.

THE "INDEPENDENT" COMBINATION CLAMP.

R. H. & J. G. Makowsky, New Haven, Conn., are placing before the Hardware and Supply trade a combination clamp. see Fig. 1, which is of improved design and unique workmanship, having a patented jaw that can be shifted either way without lifting the clamp, intended for the use of



FIG. 1.

cabinet, carriage or pattern makers or carpenters or other mechanics. It is claimed that by its operation joints of any description can be glued or clamped in less time than by any similar device. In Fig 2 is given an illustration of the clamp attached to a bench, showing how it may be used as a bench vise, and turn out as good work it is claimed, as on a more expensive cabinet maker's bench. Two malleable slideways and two clamping bolts forming a set, named a bench attachment. Upon receipt of the price, $2.00, cash, with order, the manufacturers will send a sample of this de-

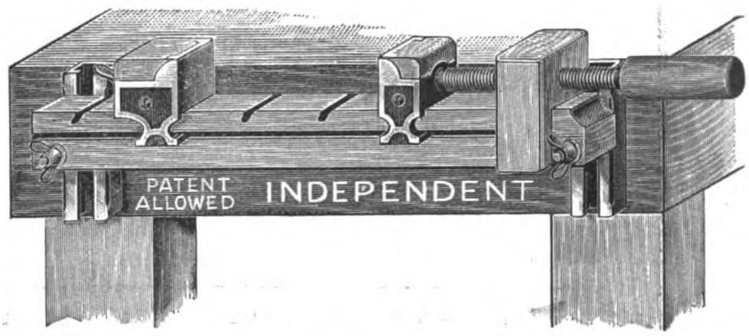


FIG. 2.

vice as in above cut, Fig. 2, and the combination clamp, connected with an ash board reduced in length to 22 inches, highly finished, for practical use, or for salesmen to use in introducing the device. The combination clamps are furnished in the following lengths: 3 feet, 6 inches; 4 feet, 6 inches; 5 feet 6 inches and 6 feet, 6 inches. The well equipped Hardware dealer should write for further information regarding these useful appliances.

HORSE SHOE MAGNET HAMMERS.

Arthur R. Robertson, 144 Oliver Street, Boston, Mass., is the manufacturer of a line of hammers having the especial advantage of possessing a magnet on the face to hold the tack during the operation of using the hammer. This makes a hammer perfect for a number of purposes, among

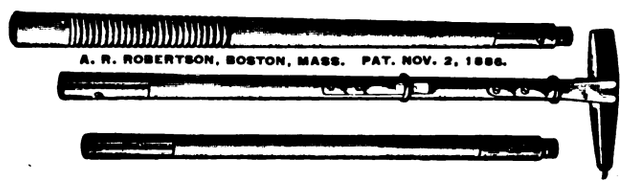


FIG. 1.

which Fig. 1 and 2 show the bill posters or advertisers hammer, which is especially adapted for tacking up cards and

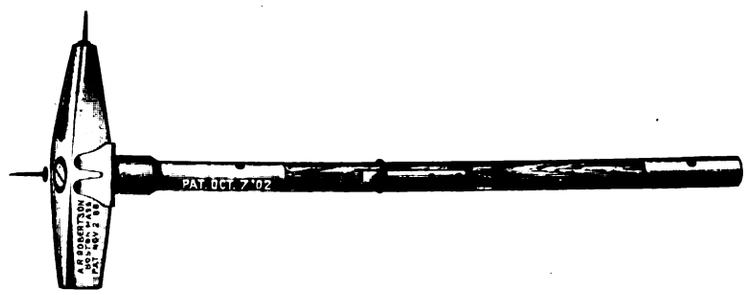


FIG. 2.—BILL POSTERS' HAMMER.

posters, and is claimed to be superior to any other tool made for this purpose. The hammer head and handle trimmings are nickel plated to prevent rusting, at the same time adding



FIG. 3.—HOUSE OR SHOP HAMMER.

to the attractive appearance. It is furnished with a sectional jointed handle, so that a length of 36 or 45 inches is obtainable, and is provided with a side spring to hold card

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Cablegram to

President Roosevelt,

Oyster Bay.

American Rifles, AMMUNITION and Men won victory to-day over Great Britain, Canada, France, Norway, Australia and Natal, and bring back Palma trophy.

(Signed) Lieut. Albert S. Jones,

Secretary of the National Rifle Assn. of America.

Copied from N. Y. Herald.

This SWEEPING VICTORY for America, and the extraordinary score of 1570 out of a possible 1800 were made with 30/40 regular factory Cartridges, manufactured by the

UNION METALLIC CARTRIDGE COMPANY

selected after exhaustive trials, by the entire American Team in preference to all others, for their wonderful uniformity and extreme accuracy.

SCORES ARE IMPROVED BY USING U. M. C. AMMUNITION.

SOUVENIR CARTRIDGES (Without Powder) ON APPLICATION.

THE UNION METALLIC CARTRIDGE CO.

313 BROADWAY, NEW YORK CITY.

Factory, Bridgeport, Conn. Depot, 86 First Street, San Francisco, Cal.

while setting first tack. As shown in Fig 2, fixed in the head of the handle and projecting through the eye of the hammer is a magnet, which can be used to hold a tack in position to be driven upward into the ceiling. The hammer head is removable, allowing the handle with its magnet to be used separately as a pole for hanging cards, posters and banners from ceilings, window sashes, etc. The small horse shoe magnet tack hammer shown in Fig 3 is referred to as a superior tool for house or shop use, and is intended to retail at a moderate price. The head has a bright finish, with a handle 12 inches long.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED OCT. 5, 1903.

350,102. Combined Threshold & Weather Strip, H. J. Beams, Reynoldsville, Pa.

350,193. Handsaw, W. H. Fritts, Plano, Ill.

350,195. Sash Pulley, W. Goforth, Windsor, Mo.

350,208. Spring Hinge, D. Nickel, Morris, Ill.

350,239. Gas Heating Attachment for Reversible Sad Irons, H. C. Fox, Evansville, Ind.

350,308. Cork Puller, J. A. Hurley, Erie, Pa.

PATENTS EXPIRED OCT. 6, 1903.

740,393. Saw Set, H. Caldwell, Ocosta, Wash.

740,439. Flour Seive, Edith M. Jones, Manomet, Mass.

740,440. Soap Cake, R. A. Jones, Stamford, Ky.

740,529. Attachment for Oil Cans, W. L. Chrysler and J. Day, Woodlake, Neb.

740,775. Fish Hook, F. H. Pardon, Owensboro, Ky.

PATENTS EXPIRED OCT. 12, 1903.

350,511. Sash Holder, J. E. Toft, Exira, Iowa.

350,513. Micrometer Calipers, A. L. Washburn, Boston, Mass.

350,523. Broom Holder, A. M. Bodley, Newport, Ky.

350,538. Track for Barn Door Hangers, J. H. Lawrence, Sterling, Ill.

350,597. Lifting Jack, M. C. Meeker, Occidental, Cal.

350,613. Bench Plane, F. M. Bailey, New Britain, Conn.

350,636. Furniture Caster, D. C. Otis, New York, N. Y.

350,702. Cork Screw, W. Schollhorn, New Haven, Conn.

PATENTS ISSUED OCT. 13, 1903.

741,014. Snap Hook, R. F. Covert, Salida, Cal.

741,015. Ice Cream Dipper, F. J. Craven, Pittsburg, Pa.

741,083. Skate, J. Thomsen and A. Petersen, Chicago, Ill.

741,382. Folding Bracket for Telephones, etc., S. J. Seigfreid, Chicago, Ill.

741,409. Clothes Pounder, O. Oines, Volga, S. D.

741,414. Vehicle Jack, E. H. Ryn, Philadelphia, Pa.

741,454. Combined Coal Hod & Sieve, W. H. Byar, Reading, Pa.

HOME OF THE MOTHER-OF-PEARL.

According to a report compiled for the Commercial Museum at Manila, the true "mother-in-pearl," a large oyster which varies from 6 to 15 inches or more in diameter, and weighs from 2½ to 10 pounds, is not known to exist elsewhere than in the waters of Thursday Island, off the northeastern point of Australia, along the coasts of North Queensland, West Australia, Burma, New Guinea and the Philippines, and in the Arafura Sea. Smaller and less valuable shell oysters are found in some other parts of the world. It is thought that an important business may be developed from mother-of-pearl in the Philippines.

A ROOF THAT INSPIRES CONFIDENCE.

The Stowell Mfg. Co., 114-134 Culver Avenue, Jersey City, N. J., whose portable asphalt gravel roofing is made from the natural asphalt, saturated felt and coated with pure Trinidad Asphalt, being both fire proof and acid proof, they have control of a line difficult to equal. Get prices and samples.

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REVIEW OF THE MARKETS.

WIRE NAILS. Not much complaint is heard regarding the volume of orders for Wire Nails. While the quantites ordered would indicate demands for immediate requirements, they have been fairly plentiful, the aggregate of which compares favorably. The market is well maintained under the circumstances. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$2.00
Retailers, carload lots	2.05
Retailers, less than carload lots	2.15

New York. The local market is a firm one and the business fully as good as was anticipated for the season. Stocks in dealers' hands are only ordinary, being averaged up to present requirements, which are fairly light. Quotations being as follows:

Single carloads	$2.20
Small lots from store	$2.25 to $2.30

CUT NAILS. A fair demand only is noticeable in the Cut Nail market, but prices are well maintained. Quotations remain as previously quoted:

In carload lots	$2.15 base
Less than carloads	2.20

F.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination. Terms: 60 days, less 2 per cent. off in 10 days.

New York. Nothing of momentous importance affects the local Cut Nail sales, which are but ordinary and for immediate wants. Quotations are as follows:

Carloads on dock	$2.29
Less than carload on dock	2.33
Small lots from store	2.40

BARB WIRE. The business done in Barb Wire is regarded as being satisfactory by the mills, which are kept fairly busy, but largely on specifications on contracts already booked. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.30	$2.60
Retailers, carload lots	2.35	2.65
Retailers, less than carload lots	2.45	2.75

SMOOTH FENCE WIRE. The biggest part of the business done in Smooth Fence Wire is for current wants, orders for future requirements being fewer in number than those for immediate sales. The market is a steady one. Quotations are as follows: f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95
Less than carloads	2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances, as follows:

		Plain.	Galv.
6 to 9		Base.	$0.30
10	Advance over base	$0.10	.30
11	" " "	.10	.30
12 and 12½	" " "	.15	.30
13	" " "	.25	.30
14	" " "	.35	.30
15	" " "	.45	.60
16	" " "	.55	.60
17	" " "	.70	1.00

HEAVY HAMMERS. Under date of October 1 the manufacturers of Cast Steel Sledges and Hammers made a number of changes in the list prices on these goods. The present prices are given herewith, and in a general way may be referred to as subject to a discount of 70 and 10 to 75 per cent. on the light goods and 75 to 75 and 10 per cent. on the heavy goods:

	Per Pound.
Drilling or Striking Hammers:	
Under 3 pounds	.50 cents.
3 to 5 pounds	.40 cents.
Hand Drilling Hammers:	
Under 3 pounds	.55 cents.
3 to 5 pounds	.50 cents.
Stone Sledges:	
Under 3 pounds	.50 cents.
3 to 5 pounds	.40 cents.
Napping Hammers:	
Under 3 pounds	.50 cents.
3 to 5 pounds	.40 cents.
Stonecutters' Hammers:	
Under 3 pounds	.55 cents.
3 to 5 pounds	.50 cents.
Stone Breaking Hammers:	
5 pounds and above	.40 cents.
Spalling Hammers:	
Under 3 pounds	.55 cents.
3 to 5 pounds	.50 cents.
5 pounds and over	.40 cents.
B. S. Sledges:	
Under 3 pounds	.50 cents.
3 to 5 pounds	.40 cents.
B. S. Hand Hammers:	
Under 3 pounds	.50 cents.
3 to 5 pounds	.40 cents.
Coal Sledges:	
3 to 5 pounds	.40 cents.
Hoop Sets:	
4 to 10 pounds	.40 cents.

All Sledges 25 to 40 pounds, 3 cents per pound net above price of 5 pounds.

All Sledges 40 pounds and above, 6 cents per pound net above price of 5 pounds.

CORDAGE. The demand for Cordage holds up very well and in good volume, the market being a firm one, a characteristic it has had for some time. The following quotations represent the market:

Pure Manila, 7-16 inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
Pure Sisal, 7-16 inch and larger	9½
No. 2 Sisal, 7-16 inch and larger	8½
⅜ inch	9
¼ inch and 5-16 inch	9½
Lath Yarn, Medium and Coarse	8¾
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations on "City" Raw Oil are those announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...40 cents per gallon.

In lots of 5 barrels or more....39 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.

Calcutta Oil ..... 65 cents per gallon.

THE PHILADELPHIA TRADE.

The Fall season is now well under way, and although we have had no cold weather to make a demand for skates, etc., general trade has kept up in very satisfactory volume, and while there are some reports of lessening demand there is very little evidence of it so far. On the contrary, there is an entire absence of speculative buying. Prices on most lines are keeping steady and there is a good call for goods going directly into consumption. The local flood has made quite a demand for nails, and heavy building material to repair

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damages, but outside of this there have been no unusual conditions. Collections might be somewhat improved and complaint is made that they are not up to the average, although exactly why this should be it is hard to say, and we trust it is only temporary. Biddle Hardware Co.

THE CLEVELAND TRADE.

Trade would be considered good only for the abnormal condition of business in the last few years. In most sections it compares favorably with 1902, and confidence seems to be improving. There is no panic among manufacturers, and not much reduction in price. The increased cost of labor more than overcomes the reduction in the price of material, so that cost is too near the selling price on most goods to permit reduction. Manufacturers are not being compelled to sell goods without regard to cost to raise money to pay their debts as they have been in the pasty. A "dry spell" in Wall Street does not effect the crops out West. Money is not scarce. The fear it might be has had some influence, but the bank balances will soon create an anxiety for loans. And this kind of competition is good for business. Firms in good standing have no trouble to get money for all legitimate purposes. Money is likely to be cheap in 1904, as its use in promoting speculative enterprises will be greatly reduced. The solution of the worst feature of the labor question which seems approaching, will more than compensate for the Wall Street panic, making the common law responsibility apply to unincorporated organizations will end boycotts.

The Lockwood-Taylor Hardware Co.

THE CINCINNATI TRADE.

Fall trade is active and orders continue good both by mail and through traveling salesmen. Collections good; no extensions asked from quarters as was looked for. The local labor agitation has been confined to trades outside of the Hardware and building, so that any direct result affecting the Hardware trade has not been felt. Traveling men report that stocks are sold out cleaner than they have been for a long time and dealers need the goods, but still will not order in any large quantities, which will necessitate ordering oftener. The prospects are highly encouraging for a good Fall trade. Evans Bros.' window display is the most attractive in the city, one window devoted to bench tools, one to cutlery and a third to sporting goods. Mr. Evans says he believes he secures a good deal of transient custom through the window display. "Ping-Pong" Poorman, in addition to his sporting goods and bicycle goods, has entered a line of phonographs, the display occupying one side of the store. Mr. Poorman said the line is paying nicely. The Mabley & Carew Co. is selling the American Family Scale weighing up to 25 lbs. for 75 cents, having their name plate on the stand of the scale. The Roll-Crawford-Brendamour Co. are exhibiting two beautiful silver loving cups, one with stag handles, presented by Theo. M. Foucar to the Cincinnati Gymnasium for Basket Ball Tournaments, November 1st to March, 1904, and the other all silver, presented by Dr. J. C. Kreiger to the Northside Base Ball Club as winners of championship in Fraternal Base Ball League. A new organization was formed here this week to fight strikes, boycotts and other principles claiming the Freedom of Mankind. The prospectus states that names of the officers are kept quiet fearing the promoters will be misunderstood by trade unionists. The International Co-Operative Federation is patterned after the Independent Labor League, of Elmira, N. Y.

THE SAN FRANCISCO TRADE.

Charles Madeira, western representative C. E. Jennings & Co., manufacturers mechanics' tools and Hardware specialties, 101 Reade Street, New York, is the only non-resident traveler now here visiting the trade. The writer met him this week in several stores writing orders and heard him speak in glowing terms, not only of business as he is finding it here in San Francisco, but in the north coast territory where he has been the past few weeks, mentioning particularly Spokane, Seattle, Tacoma and Portland and especially Los Angeles in South California, which he characterizes as a coast business center most booming of them all. Three times a year he visits the trade in his great district, which

The Hopkins & Allen Arms Co.

Norwich, Conn., U. S. A.

***The* most complete line of American Made Fire Arms, including**

Shot Guns
Rifles
and
Revolvers



GUN 212

Double barrelled Hammerless Gun, Damascus barrels, 12 and 16 gauge..... $30 00
Same with Stubbs twist barrels, 12 and 16 gauge, 25 00



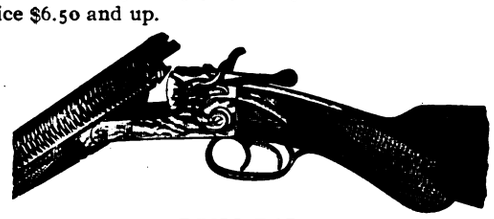
GUN 712½

Hopkins & Allen New Model Top Snap, three piece gun, made in 12, 16 and 20 gauge. Price $9.00



Hammerless Revolver

Made in 32 and 38 calibre. Nickle plated or blued finish, length of barrels 3 and 3¼, 4 and 5 inches.
Price $6.50 and up.



GUN 312

Doll's Head Extension Rib. **Can't shoot loose.** 12 and 16 gauge, 3 grades

Blued Steel Barrels, price..... $18 00
Twist Steel Barrels, price..... 19 50
Damascus Steel Barrels, price..... 22 50

Send for Catalogue of the most complete line of American made firearms.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

extends from the Mississippi River west to the ocean. He is highly elated over the success he is having in introducing "The Acme of Perfection," otherwise Jennings' New A 7½ Hand Saw.

As a matter of business facility the jobbing trade is pleased to mention an advantage claimed by reason of news received this week from Dawson, that a consolidation of the San Francisco Commercial Company and the North American Trading and Transportation Company of Chicago and Seattle, whereby the entire trade of the Yukon is practically controlled. The combination own a fleet of forty or fifty river steamers, and plants and properties in the Klondike, valued at several million dollars and purpose maintaining trading posts and stores in all of the mining camps throughout Alaska and the British Yukon. Vice-President Isom, secretary Snowdon and Auditor Griffin of the North American Trading and Transportation Company are now at Dawson establishing there the headquarters of the new business consolidation.

The board of aldermen of the city and county of San Francisco have under consideration a petition headed by H. P. McPherson, manager Star Hardware Company, and L. H. Kohn, both prominent retail Hardware dealers, the petition carrying with it the approval of the Master Locksmith's Electricians' and General Repairers' Association, and the chief of police recommendation that the petition be granted. The prayer is for the enactment of an ordinance to regulate the business of locksmithing, the petitioners representing that irresponsible parties, with no fixed place of business, get possession of skeleton keys and facilities for making and selling the same to any and every one who may desire to use them, often for unlawful purposes.

The legal windfall mentioned in this correspondence two weeks ago as having blown $100,000 into the lap of Alfred C. Rulofson, manager of the Hardware department of Baker & Hamilton was $300,000 short of the fact. The legacy that has come to Mr. Rulofson by decision of the Supreme Court is $400,000. INDUSTRIAL PRESS ASSOCIATION.

✤

DIAMOND SAW & STAMPING WORKS, 357-361 Seventh Street, Buffalo, N. Y., are placing before the trade a very neat pamphlet regarding their Sterling Hack saw blades, which they claim do straight, true, quick work and last longer than other hack saw blades. Their No. 10 is a very attractive frame made of malleable iron, and they state, is as strong and durable as any frame made; blade adjusts to different angles. It is finished in black enamel and has a red hand polished handle. Their No. 50 has a light frame, strong in center. can easily be adjusted for blades of any size from 8 inch to 12 inch. The blade adjusts to 4 different angles, and has dead black hard finish handle, highly finished and is very serviceable. The above mentioned blades, together with several others of their manufacture are illustrated in the pamphlet, and all are supplied with list prices.

RETAIL DEALERS' HARDWARE AND IMPLEMENT ASSOCIATION OF TEXAS.

The sixth annual convention of the Retail Dealers Hardware and Implement Association of Texas was held in Dallas on the 6th, 7th and 8th inst. The report of Secretary-Treasurer James G. Blaine with reference to the finances of the association was as follows: Balance on hand October 6, 1902, $225.27. Received since for membership fees and dues, $369, making a total amount to October 7, 1903, of $594.27. Expenditures were $561.40, leaving a balance of $32.87.

Officers were elected for the ensuing year and resolutions were passed touching upon important matters that confront the members of the association. It was decided that the executive committee shall meet in Dallas on the second Tuesday in January, 1904, and discuss the work in hand and that their expenses be paid by the association. The constitution was changed to reduce the number of the executive council to three, who, with the president and secretary as ex-officio members, will bring up the number of the committee to five.

Capt. W. H. Richardson, of Austin, who has been president of the association since its organization, and James G. Blaine, of Taylor, who has been secretary for the same period, upon their own requests, retired from office. They were voted a resolution of thanks and the convention presented each a handsome cane properly inscribed.

The following officers were elected for the ensuing year:
President—S. L. Erwin, Honey Grove.
Secretary and treasurer—J. W. McManus, Waxahachie.
First vice-president—W. M. Gunnell, Marlin.
Executive Committee—W. A. Allen, Calvert; R. L. Penick, Stamford; T. T. Clark, Ennis.

In his annual address President Richardson reviewed the trade situation and the political situation with reference to the Hardware and implement business. He scored the railway rate matter, saying that on the one hand they have the combined capital of identical interests represented by the brainiest men and the best talent in their different lines, and these have to be met in the legislative halls and overcome by an organization such as the Association of Hardware and Implement Dealers.

The peddling law secured by efforts of the association, the president said, has been practically nullified by want of prosecution. The speaker pointed out the present bad business methods and the unprofitable nature of business in which they were engaged and counseled better organization, with a view to better business methods.

The association was addressed by C. F. Huhlein, of Louisville, Ky., and H. C. Staver, of Chicago, delegates to the convention from the National Association of Manufacturers.

On the evening of the 7th the association were guests of the Dallas Implement Machinery and Vehicle Association at a smoker given at the Windsor Hotel, over 300 persons being present.

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

CATALOGUE OF L. C. SMITH GUNS.

The Hunter Arms Co., Fulton, N. Y., who are the manufacturers of the "L. C. Smith Guns" have recently published one of the most artistic and attractive catalogues of their career. It is an oblong pamphlet embracing 30 pages, the press work, paper and illustrations are produced in the most convincing manner of expression and in the highest grade of the printers art. We reproduce the very artistic cover, which will be found suggestive of the excellence of the contents



generally. The cuts are displayed in vignetted color that has seldom been equalled. each cut showing the gun exactly as it is, having been made from photographs taken of the actual work. The description given of each style of the arms manufactured by the company is clear and succinct, easily understood, and free from technicalities that require a translation of the description. The salesman is fully informed by the text, of the distinguishing differences existing in the several guns described; every possible question being anticipated and replied to; several pages are devoted to a lucid explanation of the mechanism of their new Automatic Ejector Gun, the Hammerless Gun, and the Smith Guns generally. This is a catalogue which is worthy the dealers' attention, and should be requested, if not already received.

COMPLETE LINE OF FIRE ARMS.

Judging by the line displayed by them in their advertisement, the Hopkins & Allen Arms Company, Norwich, Conn., manufactures as complete a line of fire arms as one could ask for. They have a special on double guns, and furnish the trade lithographed folders containing dealers' names to help sell the guns.

✤

"You did not seem to be bubbling over with your usual spirit at the dinner," remarked the claret glass.

"No," replied the champagne glass, "I was placed directly in front of a temperate gentleman and he turned me down."

L. & I. J. WHITE CO.

The L. & I. J. White Co., Buffalo, N. Y., have recently issued their new catalogue and price list, making a well printed pamphlet of 64 pages. In presenting this new edition of their catalogue they call attention to the fact that their edge tools and machine knives have been manufactured and extensively used for nearly three quarters of a century, and during this time their trade has steadily grown from a small beginning, until now when there are more of their goods sold than of any other manufacturer in the same line, and in the various markets of the world they are recognized as the standard of American excellence. The catalogue is attractively illustrated throughout with wood cuts showing the extensive line of goods which form their principal production, list prices accompanying the same in every instance. Their unrivalled reputation has been achieved by manufacturing only a high grade of goods fully warranted, and yet at prices quite moderate by comparison with similar goods with which they may be in competition. We present herewith an excellent illustration of their present plant which certainly conveys a graphic idea of the facilities at their command for the successful handling of their largely increasing domestic and foreign business.

THE RURAL TELEPHONE.

About as handsome a brochure as has lately come under our observation as an advertising production, is the 32 page pamphlet issued to exploit the Rural Telephone system established by the North Electric Co., Cleveland, Ohio. The pamphlet cover and envelope at once attract attention by the novel and unique appearance of dark paper, embossed title letters and photographic vignette showing telephone wire adorning a stretch of road cleverly photgraphed to show method of installation. The pamphlet is handsomely printed in brown ink on coated paper and the many artistically prepared half tones from original photographs give a charm to its perusal which concentrates the interest to be taken in the subject of rural telephones. All the necessary equipment is fully illustrated and described in a graphic manner that is more than usually instructive, and certainly convincing. The artistic execution of the exploiting commends it to the casual reader and the pamphlet itself is filled with necessary information regarding the engrossing subject and its requisitions, that makes it of interest to any one with an imperfect knowledge of the line of work to which its contents are devoted. Copies of this handsome work may be obtained on receipt by the company of 25 cents.

A NEW HARDWARE STORE IN STAMFORD, CONN.

Robert A. Reynolds, who, for over 30 years has been in the employ of the Yale & Towne Mfg. Co., intends opening a Hardware store in Stamford, Conn., on Main and Sumner Streets, dealing exclusively in Builders' Hardware and Woodworkers' tools. He was for a number of years the su- Towne factory, and the confinement to his duties incidental to the position impaired his health, and predisposed him for a change. He has arranged with the officers of the company, who have the kindest wishes for his success, to handle the Yale & Towne goods exclusively as far as the business may relate to locks and builders' Hardware, so he will be prepared to solicit business from architects and builders, submitting samples wherever required. His stock will be complete and he will be ready for business by November 2nd.

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?

Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

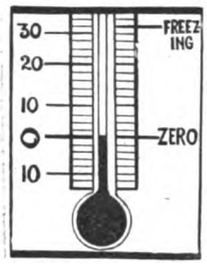
NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

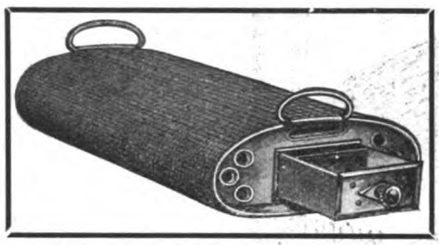
BALTIMORE, MD.

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Be Comfortable At Zero

The Lehman Heater



Heats any vehicle continuously for fifteen hours and makes it absolutely comfortable in the coldest weather, at a cost of two cents per day. Absolutely unbreakable. Danger from fire impossible. Made ready for use in a few minutes.

Over 200,000 Lehman Carriage Heaters in actual use.

Hardware dealers throughout the country are handling them with profit. If you are not handling them, write us at once for catalogue, price-list and discounts.

Mention Hardware.

Lehman Bros.

10 Bond St. New York, U. S. A.

TRADE NOTES.

Phoenix, N. Y.—The factory of the Oswego Knife Company has been sold under foreclosure judgment to G. G. Walters, of Syracuse, representing the Mutual Life Insurance Company, of New York, for $26,000. The property is valued at $100,000.

Buffalo, N. Y.—The Buffalo Elevator Supply Company has been organized, and will deal in all kinds of supplies and equipment for passenger and freight elevators, including grille work, ornamental iron and bronze work, prism glass, hatch doors and gates, fire doors, etc. They will also act as sales agents for the Columbus Steel Rolling Shutter Company, of Columbus, Ohio, who manufacture steel rolling doors, shutters and partitions for freight houses, machine shops and foundries. The new company's salesroom and offices have been established in the Erie County Bank Building.

Jamestown, N. Y.—D. L. Dewey and F. W. Trantum have formed a copartnership and will open a new Hardware store at 120 West Third Street.

Louisville, Ky.—Benj. F. Vogt has retired from the Market Street Hardware firm of Benj. F. Vogt & Company, selling his interest to two of the employees of the firm, and hereafter the firm name will be Jones-Miller Hardware Company.

Racine, Wis.—The Racine Hardware Company's business has been sold to the Racine Engine & Iron Company, which has a capital stock of $100,000.

◆

"How come you never see any cullod angels flyin' 'roun' in de story books?"

"I dunno—onless it is we hez sich a close shave gittin' inter heaven, we skeered 'twell we turns white."—*Atlanta Constitution.*

◆

George—"And how is that little daughter of yours getting on in the theatrical world?"

Jim—"Oh, splendidly. Why, there's a hair wash, a hat, an umbrella and a cooking stove named after her."

SUCCESS MAKES DEMAND—DEMAND MAKES TRADE



PETERS FACTORY

Loaded Shells

HAVE BEEN

Successful Everywhere

IN

TRAP AND GAME SHOOTING

Peters Cartridges HAVE MADE AND HOLD THE WORLD'S RECORDS

WON THE INDOOR RIFLE CHAMPIONSHIP IN
1898, 1899, 1900, 1901, 1902 and 1903.

At the Sea Girt Meeting 1903 was First in Rifle, Revolver and Pistol Matches

Peters Ammunition is sold by all progressive dealers

BOOKS ON SHOOTING FREE

Eastern Department: 98 Chambers St., New York
T. H. KELLER, Manager.

Pacific Hardware & Steel Co., San Francisco, Cal.
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Charles G. Grubb, Pittsburg, Pa.
F. B. Chamberlain Co., St. Louis, Mo.

The Peters Cartridge Co.

CINCINNATI, OHIO

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THE IOWA HARDWARE DEALERS' MUTUAL INSURANCE ASSOCIATION.

The following letter addressed to the Hardware Dealers of Iowa, gives an encouraging idea of what can be done in saving the expense of insurance in the old line companies, in which the expense of doing business compels the payment of extravagant premiums. Although only eight months old, it has already acquired a standing in the State by the amount of business successfully obtained, that would make it appeal to the dealers who are benefited by its operations, in a way that would naturally compel compliance, endorsed as it is by the barometer of the pocket.

Mason City, Iowa, October 1, 1903.

To the Hardware Dealers of Iowa:

The above named association authorized by the Iowa Retail Hardware Dealers' Association, at their last annual meeting, February, 1903, began active work in receiving applications on July 3d, securing the legal requirement of $100,000.00 of applications in about six weeks. On August 20th full authority was granted by the State to carry on the business of Fire Insurance.

We are anxious to keep up the good record of the first two months; at the same time avoiding the expensive plan of sending a solicitor to you to secure the business. This element of saving is very important in keeping down the expenses of the association, as a competent solicitor would demand from 25 per cent. to 30 per cent. of the premiums secured, which may just as well be saved to your own pockets.

The entire expense item of the Minnesota Hardware Mutual, which company eliminates the commission expense, was only 12 per cent. of the premiums last year. This is a fine showing and one which we hope to equal as soon as we have passed the first expenses of organization.

Our Executive Committee on September 5th, inspected the office, books and methods of the Minnesota Company and were highly pleased with the volume of the business and the simplicity of the methods of this similar institution. It was the verdict of the committee that if every dealer in Iowa could have seen this business as they saw it, that our own office would be swamped with business for the next two or three months.

The seventeen hundred Hardware Dealers of Iowa can certainly have an Insurance organization that will be equal, if not surpass, that of any other State, and all that it requires is that every dealer place with us a part of his insurance business, which can be done at a very handsome saving to the rates that you are now paying.

We write policies of Insurance for a term of one to five years on Hardware stocks, store buildings and dwellings owned and occupied by Hardware Dealers. The minimum amount accepted is $500 and the largest risk we carry is $2,000. Not more than $3,000 will be carried in one block.

We are the first mutual company in the State to be authorized to collect on the modern plan of the cash deposit system. The sum deposited is equal to the amount you are paying for your insurance in the old line companies. We place this sum to your credit on our books and at the end of the year charge up to your policy just what it has actually cost to do the business. The surplus will be returned to you in cash or credited up to your next year's insurance premium.

In other words we furnish Insurance at its bare cost. Send in your application now. Do not wait for the date of your expiration. The secretary will gladly furnish any information that you may desire.

Very truly yours,

A. R. Sale, Secretary. S. R. Miles, President.

TO SUPERSEDE EMERY

Craig Mine Crystal Corundum



CRAIG MINE CRYSTAL CORUNDUM is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

WRITE FOR BOOKLET

Canada Corundum Co., Limitod, Toronto, Canada

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Allegheny, Pa.—The Taylor Hardware Company has been incorporated. Capital stock $25,000.

Brashear, Mo.—C. H. Unger will open a Hardware store.

Buck Creek, Ind.—The Buck Creek Hardware Co. has been organized. Capital stock $2,000. The following officers have been elected: F. M. White, president; J. C. Eckhart, vice-president; W. H. Vaughn, secretary-treasurer. The company deals in general Hardware and implements.

Clebourne, Tex.—The Cumby Hardware and Furniture Company has been incorporated; capital stock $5,000. Incorporators: M. C. Spivy, B. E. and R. M. Spivy.

Columbia, Tenn.—The Mitchell-Ashley Hardware Company is the name of a new firm that will begin business here the first of next year. The firm will be composed of John T. and Joe L. Mitchell, who are now traveling for the Novell Hardware Company, of St. Louis, and Sim Ashley, a traveling salesman for the Simmons Hardware Company, of St. Louis. They have rented three business houses on the northwest corner of the Public Square and these will be improved and connection made between them.

Emporia, Va.—The Greenesville Hardware Company has been incorporated; J. B. Bailey, president; capital, $5,000 to $10,000.

Holyoke, Mass.—The Frank Octo Company has been incorporated. Capital stock $10,000. President and treasurer, Napoleon Desrosiers.

Knoxville, Tenn.—A new firm in the Hardware business in Knoxville is the Cruze-Sterling Company, which opened its doors at 316 Gay Street the first of last month. The company is occupying one of the handsomest of the new business houses on that block, and has filled it with a well selected stock of Hardware. The company will not at present carry a complete general stock, but will confine themselves to a general line of Builders' Hardware, high grade paints, white lead, oils, sash, doors and blinds and all kinds of glass. This makes a complete Builders' Hardware line and this will be their specialty. The members are W. L. Lyons, C. C. Cruze, O. P. Sterling and L. A. Hayes.

Los Angeles, Cal.—M. Gordon and Wm. E. Hubbard will open a Hardware store under the firm name of Gordon & Hubbard. Each of the gentlemen have been engaged in business in the Hardware line with the Union Hardware and Metal Co., and the Howe Bros. Hardware Co. All branches of the business will be represented in their offices.

Luzerne, Pa.—T. G. Osborn will open a new Hardware store on Bennett Street.

Mapleton, Iowa.—W. E. Allen will open a new Hardware store.

Morganfield, Ky.—A new Hardware and implement store will be opened under the firm name of Walker & Scott, composed of J. B. Walker, of Waverly, and M. E. Scott, of Morganfield. They will carry a full line of Hardware, cutlery, guns, etc., and all kinds of farm implements.

Mountainsboro, Ala.—S. H. Leeth has opened up a large Hardware store.

Ocala, Fla.—The Marion Hardware Company has recently been organized. The members of the firm are: R. S. Hall, T. C. Hall, T. E. Bridges, T. W. Smith, S. H. Blitch, L. J. Rawls and L. J. Knight.

Richmond, Va.—Norton Hardware Company, Wise County, has been incorporated; J. R. McNutt, president; capital stock, $50,000.

Savannah, Ga.—The Anderson Hardware Company has been incorporated; capital stock $25,000. J. J. Fretwell is president; J. W. Brock, vice-president, and L. G. Hallman, treasurer.

Zearing, Iowa.—John and Edward Woehler will open a Hardware store and also run a tin shop in connection with it.

Changes.

Austin, Tex.—The Anderson-Wilcox Hardware Company, of Sour Lake, has increased its capital stock from $10,000 to $20,000.

Blairsburg, Iowa.—An invoice of the Schroeder Hardware stock has been taken and it will pass into the control of C. M. Powers.

Birmington, Ala.—On October 1 the Johnston Hardware Company closed down its business. One member of the firm will open a Hardware business in Chattanooga and the other will establish a clothing store in this city.

Calhoun, Ga.—R. Y. Gray has retired from the Bishop-Gray Co., and the business will in future be conducted under the firm name of the Bishop Hardware Co. Mr. Gray expects to connect himself with a Chattanooga Hardware concern.

Canandaigua, N. Y.—The Frazer Hardware store at Victor has been purchased by W. H. Townsend, of this place, and A. B. Munson, of Cheshire. Mr. Munson will immediately take charge of the business, but Mr. Townsend will remain in town until Jan. 1.

Clarksville, Tenn.—Ed. L. Buckley, formerly of New Providence, has purchased the business of the Guthrie Hardware Company. For the present S. B. Gray will conduct his Guthrie business for Mr. Buckley.

Dalton, Mo.—W. T. Cropper, of Salisbury, has purchased the Hardware and implement stock of Iglehart & Smith.

Dexter, Can.—B. H. Ward has added a large and complete line of Hardware to his lumber business. It consists of builders' ware, stoves, pumps, etc.

Durham, Iowa.—Henry C. Byler has formed a partnership with his son, Frank L. Byler, in the Hardware business, and the firm name is now Byler & Byler.

Fisher, Ill.—The implement firm of Schenk & Hinton have dissolved partnership, A. J. Schenk buying the whole stock.

Galesburg, Ill.—J. C. Toler has sold his Hardware business to the Galesburg Hardware and Iron Company. The partners of the new firm are George F. Kohnle and Walter F. O'Donnell, both of whom are connected with the Van Camp Wholesale Hardware and Iron Company, of Indianapolis. The new firm will take charge at once. Mr. Kohnle worked for Van Camp Co. eleven years and Mr. O'Donnell for eight years. Mr. Kohnle as the assistant buyer in the heavy Hardware department and Mr. O'Donnell has been connected with the Toler retires from the business on account of ill health and expects to do some sort of out-door work.

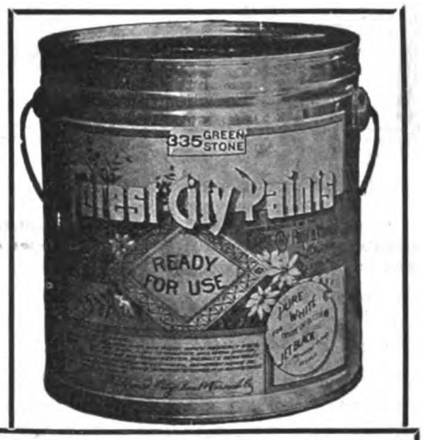
Galion, Ohio.—Cassel & McGuire have moved their Hardware store from Crestline.

Hutchinson, Kan.—Next January, a new corporation will commence doing business in this city, which will be one of the large and strong concerns in its line west of the Missouri River. It will be styled "The Frank Colladay Wholesale Hardware Company." The new company will absorb the present business of Frand Colladay, and in addition, will wholesale a general line of shelf and heavy Hardware. Frank Colladay, who will be president and general manager of the company, has been successfully engaged in the retail Hardware and implement business here for over eighteen years, and has also been doing a jobbing business in Hardware specialties for the past year. The other stockholders of the concern are all home men, being among our prominent and successful business men, and are of such financial standing as to make it a very strong corporation. The board of directors will be composed of the following gentlemen: Judge F. L. Martin, L. A. Bunker, Dr. S. M. Colladay, Frank Colladay and Charles S. Colladay. The officers are: Frank Colladay, president and general manager; L. A. Bunker, vice-president; Charles S. Colladay, secretary and treasurer.

Kissimmee, Fla.—J. R. Graves, Sr., and Son have purchased the Makinson Hardware stock and the firm will be known as Graves & Graves.

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ForestCityPaints

ARE

The Standard of Quality.

They cover more surface, wear longer, brush smoother, and give better results generally than any paint made.

WRITE FOR EXCLUSIVE TERRITORY.

THE FOREST CITY PAINT & VARNISH CO.

CLEVELAND, - OHIO.

KNIVES.



Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Screw Drivers, etc.

Send for Illustrated Catalogue of Full Line.

C. J. KIMBALL CO. BENNINGTON, N. H. U. S. A.

THERE'S MONEY IN RAIN

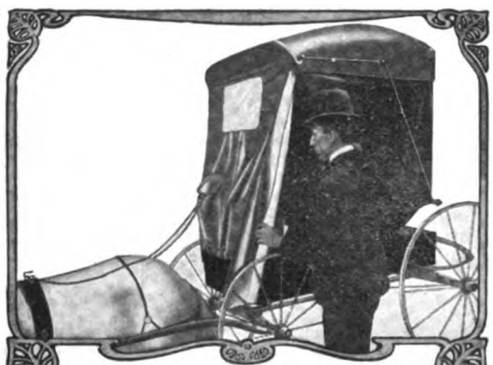
and rough weather if you carry

Blizzard Storm Fronts

The front that closes up a buggy in half a minute. Cleverest, easiest adjusted, quickest selling. Millions read our ads in the popular weeklies, magazines, agricultural papers, etc. **Only** storm front advertised. People write us all the time asking where they can get these fronts. We'll send inquiries from your locality to you if you handle "Blizzards."

THREE FREE

We will express you prepaid, as a trial order, three Blizzard Storm Fronts on the condition that if you sell them within thirty days you pay us, if not, you return them **at our expense.** Liberal, but risky? No risk at all. **We know** you will sell them and write us for more. **Order today.**



Comfortable Driving

even in the worst weather is insured by the

Blizzard Storm Front

(Patented in United States and Canada.)

Fits Any Buggy

Adjusted in a moment without getting out or removing gloves. Smooth working sides make exit and access easy. Large windows. Generous line pocket—drive a pair easily. Strongest, most convenient and closest fitting storm front made. Compactly folded out of the way. Guaranteed.

Ask your dealer and be sure that trade-mark "Blizzard" is stamped on inside under window.

Sold by Vehicle, Harness and Hardware dealers: Light rubber, $3.00; heavy, $3.50. If yours hasn't it, write us. *Illustrated booklet free.*

Vehicle Apron & Hood Co., 203 E. Rich Street, Columbus, Ohio.

The Vehicle Apron & Hood Co.

212 E. RICH STREET **COLUMBUS, OHIO**

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Augusta, Me.—The Lowrie Safe and Lock Company has been organized for the purpose of manufacturing and selling locks, fastenings, safes, etc., with $500,000 capital stock. The officers are: President, J. Berry, of Augusta; treasurer, A. M. French, of Winthrop.

Baltimore, Md.—The National Lantern and Lamp Company has been incorporated to manufacture all kinds of lamps and lanterns; capital $100,000. Incorporators: Jackson Holland, J. D. Brown, C. R. Wilcox, George T. Brown and C. S. Field, all of Baltimore.

Bradford, Pa.—The Crandall Cutlery Company has been incorporated; capital, $35,000.

Chicago, Ill.—Gillette Sales Company has been incorporated; capital, $150,000; manufacturing and selling Hardware specialties; incorporators: George W. Burgoyne, Neil Satterlee, Luther M. Dearborn.

Cohoes, N. Y.—The Reynolds-Chalou Foundry Company has been incorporated to manufacture castings, stoves and heaters. The directors are: John Reynolds, of Troy; Michael H. Fallon and James B. Eagan, of Watervliet, and William Quillinan, of Cohoes. The capital stock is $20,000.

Detroit, Mich.—The Siphon Stove Co. has been incorporated. Capital stock, $50,000. Samuel E. Whitney is the principal stockholder.

Elgin, Ill.—Western Casket Hardware Company; capital, $25,000; manufacturing undertakers' supplies; incorporators: A. M. C. Todson, M. C. Parsons, W. E. Todson.

Emporia, Va.—Greensville Hardware Company has been incorporated. Capital, $5,000 to $10,000. President, J. B. Bailey.

Louisville, Ky.—The Turner-Day, Woolworth Handle Company has been incorporated. Capital stock $667,800, all of which is paid in. The incorporators are: John Stiles, Henry Glover, Charles D. Gates, C. F. Turner, B. W. Marr, all of Louisville. The new company is a reincorporation of the old Turner, Day & Woolworth Handle Company, which has been doing business in Louisville for many years, and is the second largest manufacturer of wooden handles in the United States.

Minneapolis, Minn.—The Fawkes Manufacturing Company has been incorporated with $25,000 capital to make Hardware, wooden ware and patented articles. The incorporators are: Herbert R. Jones, Leslie H. Fawkes, Wilbert C. Fawkes and Frank E. Sprague.

Newark, N. J.—The E. C. Faitoute Hardware Company has been incorporated, principal office, 97 Market Street. The incorporators are: Edward C. Faitoute, Robert Geswein, of New York, and William M. Brown, William G. Beach and Burton L. Hare, of this city. The business will include the sale and manufacture of heavy as well as shelf Hardware.

New Haven, Conn.—The Franklin Mfg. Co. has been incorporated. Capital $25,000. F. B. Shuster is president and treasurer; George D. Phillips, of Bridgeport, vice-president; and Frederick L. Kutcher, of this city, secretary and assistant treasurer.

Owensboro, Ky.—A corporation known as the Kentucky Anchor Fence Company has been incorporated. The new concern has a capital stock of $100,000 and several Owensboro business men are among the heaviest stockholders. The company will manufacture wire fencing and the plant will be in operation in a short time.

Perry, Ill.—Cook Heater Company has been incorporated. Capital $40,000; incorporators: M. A. Cook, E. H. Alford and E. R. Grimson.

Pittsburgh, Pa.—The American Spiral Spring and Mfg. Co. has been incorporated. Capital stock $30,000.

Rochester, N. Y.—The Phelps Plow Works which has been conducted by M. W. King has been formed into a stock company with a capital of $50,000 and has been incorporated, and will in the future be known as the King Chilled Plow Company.

Springfield, Ohio.—The Grove Manufacturing Company has been incorporated with a capital stock of $5,000. The incorporators are: Elmer E. Grove, W. J. Stuart, J. S. Powers and Dr. D. King Gotwald. The company will manufacture Elmer Grove's patent drop light.

St. Louis, Mo.—The Treece Implement Company has been incorporated; capital stock, $10,000, all paid. Incorporators: Cicero Barber, of Tamara, Ill.; W. M. Waters, W. H. Treece and Mrs. Allie Waters.

St. Louis, Mo.—The Reliance Pneumatic Tool Company has been incorporated; capital stock, $50,000, all paid. Incorporators: J. S. Hyman, of Topeka, Kan.; J. B. Buss, W. D. Pittman and B. J. Buss.

Changes.

Bloomington, Ill.—An important combination of implement and vehicle interests has been effected. By the terms of the deal the following concerns are merged: Palmer-Darnall Company, Bloomington, Ill.; Parsons Vehicle Co., Columbus, O.; Columbus Vehicle Co., Columbus, O.; Keystone Carriage Co., Cincinnati, O. The entire manufacturing business of the three vehicle companies named will be moved to Bloomington, where it will be conducted under the name of the Palmer-Darnall Co., which company will also continue their implement jobbing trade on an enlarged scale. To meet the requirements of the consolidation the capital stock of the Palmer-Darnall Co. has been increased to $100,000 and later it will be increased to $150,000.

Chicago, Ill.—The American Radiator Company has begun the construction of a handsome building on Michigan Boulevard, between Peck and Elderedge Courts. It will occupy a frontage of 52 feet at 284 and 285, extending back 180 feet. Plans for the building have been completed by Architects Holabird & Roche. The front will be of an attractive design and will be carried out in light-colored pressed brick. The building will cost $75,000, and will be completed within three months.

Coffeyville, Kas.—J. E. McCulloch, representing the Marion Fruit Jar and Bottle Company, of Marion, Ind., closed a contract with a glass factory to make fruit jars will locate here. The factory will employ 150 men and make 35 per cent. of the Mason fruit jars, and with one other company has the monopoly of the business.

Columbia, Pa.—A meeting of the board of directors of the Keeley Stove Company was held yesterday, when Daniel H. Detwiller was elected president to fill the vacancy caused by the death of Henry F. Bruner.

Columbus, Ohio.—The Pioneer Stove Company have completed a new addition to their plant which will allow the company to almost double its capacity.

Davenport, Iowa.—A change has been made in the ownership of stock in the Rock Island Stove Company. A. M. Blakesley has disposed of his interests, after having been connected with the business for many years. His associates in the business, Phil Mitchell and Frank Mixter, have taken over his share and will continue the business.

Evansville, Ind.—The Sanitary Laundry Machine Company has decided to locate a plant at Tell City, Ind., to manufacture washing machines. The company is capitalized at $30,000, and most of the stock is held by Cincinnati people.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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OILER.

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

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Household Brushes

of all descriptions

Midland Brush Mfg. Co.

263 West Lake St.

Chicago.

Send for catalogue.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

WHITERTON METAL POLISH

FOUR GRADES.

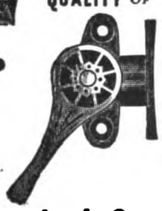
One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,
PITTSBURG, PA.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



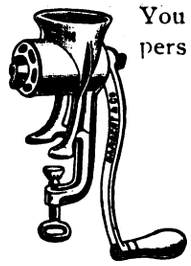
Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
GENEVA, OHIO.

MINCE - PIE TIME COMING

MANY GEMS SELL THEN. ARE YOU READY?



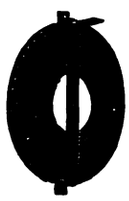
You should put in a full stock of Sargent's Gem Food Choppers because the housekeepers will want them as soon as there is a demand for mince pies. Every season has its calls for the Gem, but within the next few months they will sell fast.

We Will Help You Sell the Gem

By advertising extensively in the publications read by women. By furnishing attractive slips for you to distribute among the housekeepers of your neighborhood so that they will know you sell the Gem. By supplying you with carefully prepared advertisements, electrotyped with your name and address, and ready for use in your local papers. These advertisements will constantly remind women that they need the Gem and that you sell it. By including with the choppers attractive show cards to hang about the store—a further reminder that will be seen by all who visit your store.

SARGENT & COMPANY, Manufacturers,

New Haven, Conn. New York. Philadelphia. Boston. Chicago.

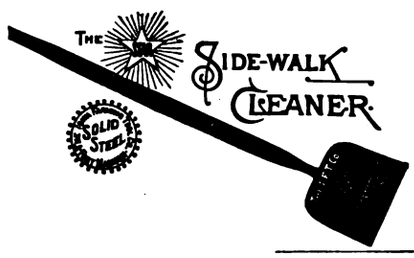


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BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

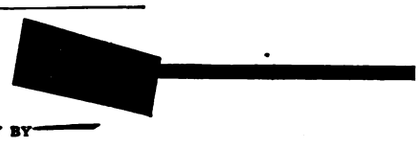


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Best Tools Made For Clearing Snow and Ice.

Walk and Street Scrapers.



MADE ONLY BY

THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.

A Pleased Customer



NEW DORCHESTER, MASS., August 29, 1903.

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111 JOHN ST., N. Y.

"GENTLEMEN:—

"Your Duplicator came to hand promptly, and I made my first trial of it yesterday. It far exceeded my expectations. Without the slightest difficulty I took

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and stopped because my paper gave out. In proof of this I send you Nos. 100, 125, 150, 175, 200, and 224 At my second trial I ought to do better. When you say 100 to 150 copies may be made, you are the most conservative advertiser." Yours sincerely,

(Sig.) D. O. S. LOWELL."

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Allston, Mass.—A new repair shop has been opened by H. E. Goodrich.

Bay City, Mich.—A new repair shop has been opened under the firm name of West Bay City Bicycle Co., with George Graves as manager.

Chicago, Ill.—B-Ok Tire Company has been incorporated: capital $10,000; manufacturing vehicles and tires; incorporators: Walter H. Chamberlain, George L. Wilkinson and Harry S. Gaither.

Davenport, Ia.—Wm. H. Beenk has opened a new repair shop.

Groveland, Mass.—Harry Savary has opened a new store.

New York, N. Y.—The Ernest J. Willis Company has been incorporated with $75,000 capital. The incorporated company takes over the large jobbing house at 8 Park Place that has been devoted to the motor cycle and motor vehicle business.

Pottsville, Pa.—The Pennsylvania Powder, Dynamite and Fuse Company has been incorporated with a capital stock of $20,000.

Philadelphia, Pa.—The Standard Powder Company has been incorporated. Capital stock $100,000.

Red Bank, N. J.—A new bicycle store has been opened at 39 W. Front Street by Fred Van Dorn. He sells new and second-hand wheels and does a general repair business.

South Bend, Ind.—The W. L. Cassaday Mfg. Co. has been incorporated. Capital stock $9,000. They will manufacture engines, flue-cleaners and bicycles. Incorporators: Wm. L. Cassaday, Oliver Cassaday and Geo. A. Cleveland.

Changes.

Akron, Ohio.—The B. F. Goodrich Company have increased their capital stock from $3,000.000 to $5,000,000.

Atlanta, Ga.—F. G. Byrd & Co., Hardware and cycle jobbers, have been succeeded by the Anderson Hardware Co.

Bradford, Pa.—The Holley Motor Co. having discontinued the manufacture of motor bicycles, has disposed of its stock to Phillips & Hamilton, of this city.

Columbus, Ohio.—The Young Arms Company, whose plant is located at Fourth and Naghten Streets, is to remove to Springfield next year. It is stated that a new factory is to be erected at a cost of $25,000, the construction of which will begin next spring. The Young Arms Company manufactures repeating firearms and employs about 100 persons. Charles Young is at the head of the enterprise.

Hartford, Conn.—Orders were issued recently by Colonel Albert A. Pope to all factories and branch houses of the American Cycle Manufacturing Company, advising them that the Pope Manufacturing Company had taken possession of all property, and instructing that business be hereafter conducted under that corporate title. The factories in Hartford, Westfield, Hagerstown and Chicago, and the branch houses in New York, Philadelphia, Washington, San Francisco, Boston and Providence had been prepared for the announcement for a number of weeks and immediately the old books and the old stationery gave way to the new, and the signature "Pope Manufacturing Company" appeared on all documents.

Jamestown, N. Y.—F. E. Taft has moved his stock of sporting goods to F. S. Jones' news rooms. In the future he will handle sporting goods in Mr. Jones' store, but will not do repairing.

New York, N. Y.—The Auto Supply Co. has opened a retail branch at 50th Street and Broadway, where a full line of automobile supplies will be carried in stock.

Niagara Falls, N. Y.—Frank J. Stratton, bicycle dealer, wishes to have his patrons and public know that he has decided to carry a full line of new and second-hand stoves this winter. Mr. Stratton will also ocntinue his bicycle business on a small scale this winter, corner Third and Niagara Streets. Next spring he will open a fine bicycle store and repair shop.

Northampton, Mass.—Geo. W. Williams has sold out his bicycle business.

Oregon City, Ore.—Huntley Bros. have discontinued the sale of bicycles.

Portland, Ore.—Fred. T. Merrill has lost the agency for the Rambler territory on the coast. Hereafter all of the Pope lines, including the Rambler, will be handled by the San Francisco branch.

Racine, Wis.—The Wisconsin Wheel Works, having merged into the Mitchell-Pierce Motor Co., Racine, Wis., have discontinued the manufacture of bicycles, and henceforth will be devoted to the production of motor bicycles and motor cars; its bicycle effects were sold to the Great Western Mfg. Co., of La Porte, Ind.

Schenectady, N. Y.—P. F. Ryan has sold his bicycle business.

Toledo, Ohio.—A big merger of local automobile and bicycle interests is being negotiated and the deal will be commun-negotiated and the deal will be consummated not later than the first of the year, if not within a few weeks, as now planned. Interested stockholders now state that the merger is under consideration and will undoubtedly be accomplished. The negotiations contemplate the merger of the Kirk Manufacturing Co., Snell Cycle Fittings Company and Toledo Manufacturing Company. Practically the same financial interests are back of all three enterprises and the three factories are located in the same vicinity—Fernwood Avenue and Lake Shore crossing. The same retail men handle the product of all three factories and for these and other reasons a merger is regarded as practically necessary. The Kirk Manufacturing Company makes automobiles and is capitalized at $50,000, and E. E. and E. A. Kirk fill the offices of the president-general manager and vice-president, respectively. The Snell Cycle Fittings Company makes bicycles and is capitalized at $150,000. E. P. Breckenridge is its president; E. E. Kirk, vice-president; J. R. B. Ranson, treasurer, and A. W. Colton, secretary. The Toledo Manuafcturing Company makes and assembles bicycle parts. The merger would unite the three companies under the corporate title of Toledo Consolidated Manufacturing Company. The capital stock will be increased and extensions made to the present factory buildings. The scope of the automobile trade would be enlarged.

TRADE NOTES.

Knobnoster, Mo.—The Parsons Hardware store has changed hands. J. H. Rothwell and C. D. Hayes are the purchasers.

Lee, Mass.—A. C. Sparks has sold his Hardware business to Michael Hines, of Lenoxdale.

SEWING MACHINE NEEDLES
are now carried by the majority of Hardware dealers. We carry a full and extensive stock of them and also all other kinds of Needles, and can make prices that will interest the trade.
SHRIMPTON MFG. CO.
273 Church St., New York.

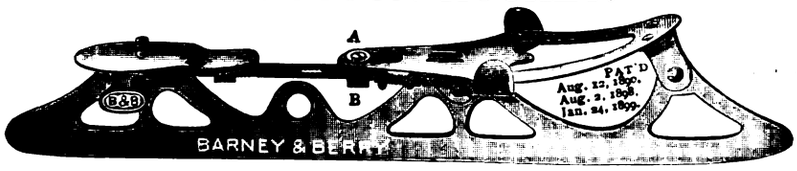
HORSESHOE - H - CALKS (NEUSS' PATENT.)

Always Sharp! No Slipping of the Horse! No injuries as caused by other Calks. Great Saving of Horses and Horseshoes!
Price List, with Testimonials, post free. Patentees & Sole Manufacturers
LEONHARDT & CO.,
BERLIN-SCHOENEBERG, GERMANY.

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BARNEY & BERRY ICE SKATES

LOCK LEVER
HEEL BUTTON HOCKEY.



SEND FOR CATALOG

Line Complete

You know the QUALITY

BARNEY & BERRY, SPRINGFIELD, MASS., U. S. A.

In every land where water freezes, *The* Barney & Berry Skates are known

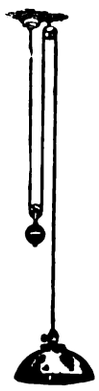
YOUR EYES
Be Good to Them.

This cut shows our No. 22 lamp, especially adapted to flat top desks or tables. Polished brass standard, enameled green shade. Neatly boxed, all ready for use express paid—

Price, $3.00.



No. 22



This shows our Pacific Cord Adjuster for raising and lowering the light from the work. Suitable over desks or in machine shops. Brings the light just where it is wanted. Sample Adjuster, $1.25, express paid. $0 50 each in dozen lots.

We offer you 35 styles of desk and office lights, suitable for all kinds of work and adjustable to any position. Send for our free catalog.

PACIFIC ELECTRIC CO.,
Station "A,"
La Crosse, - - Wis.



PERFECTED GRANITE ROOFING

The Standard Ready Roofing

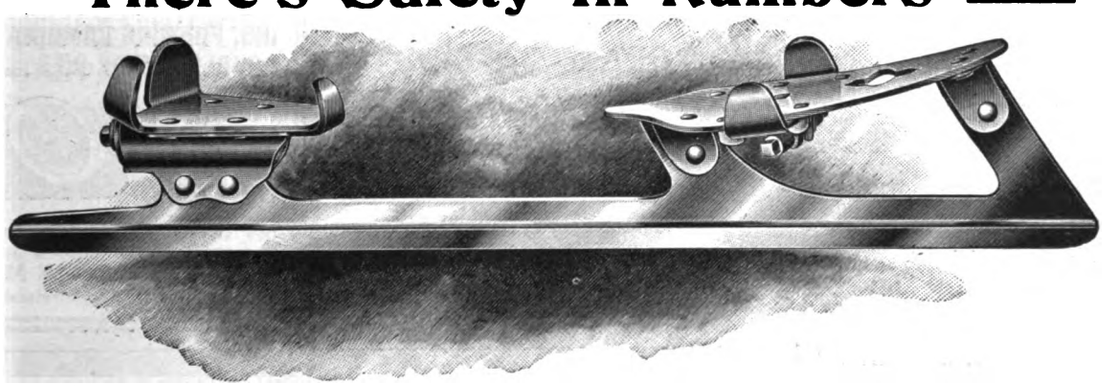
"Will not run" from roof or siding—is not affected by heat, cold, rain, snow, acids or steam—it is more sightly—far safer—decidedly cheaper, and more durable than any other material used for the purpose.

Very easy to apply, and once laid requires no recoating and will last for years without attention.

Send for Photo Phamplet.

Eastern Granite Roofing Co.
Irving Building, New York

"There's Safety In Numbers"



Safety in Winslow's Hockey Number 1360

for every dealer in handling them and skaters in using them. Every pair warranted. Made from welded steel and iron, hardened and tempered. The runner is the flanged model.

We make all kinds of Ice and Roller Skates, and the only practical Ankle Brace ever made.

Send for our 1903 illustrated catalogue. Mention Hardware.

THE SAMUEL WINSLOW SKATE MFG. CO., Worcestor, Mass.

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FORMERLY SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

GOOD AGENTS WANTED TO SELL
IRON & WIRE FENCING
FOR ALL PURPOSES
ENTERPRISE FENCE CO.
Indianapolis Ind.

PRISON, HOUSE AND STABLE WORK.
Joist Hangers; Lawn Furniture; Fencing, etc.
VAN DORN IRON WORKS CO.,
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CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
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AGENTS WANTED
FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

ADAM'S STEEL & WIRE WORKS,
Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.
Send for Catalogue.
W. J. ADAM, JOLIET, ILLINOIS.

RIVETS AND WIRE NAILS.
O. O. & E. P. TOWNSEND,
New Brighton, Penn.

Hardwaremen's Exchange.

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

For Sale.

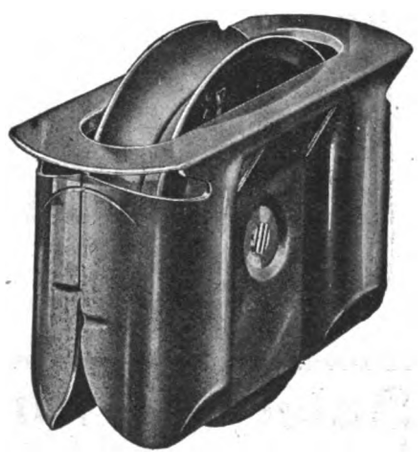
STOCK HARDWARE, Paint, Oils and Stoves. $9,000 to $12,000; located midway between New York and Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owner's desire to retire. Write for particulars. Address Builders' Hardware, care HARDWARE, 309 Broadway, New York. No. 74

Agencies Established.

I AM in a position to establish Agencies in Cincinnati territory for manufacturers of specialties to hardware dealers, etc. References furnished. Wm. Thorburn, R. F. D., Covington, Ky. 77

Position Wanted.

WANTED—Position as salesman. Either indoor or traveling. Several years experience in both lines with large concern. Best of references. Address M. M., care "Hardware."



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS
are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by
GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

To Let

Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.

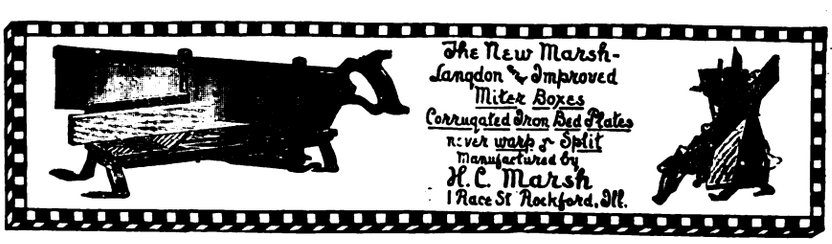
Salesman Wanted.

SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79.

Male Help Wanted.

SALESMEN—For Oil and Vapor Stoves, for New York and New England states; prefer experienced men with large clientage among hardware dealers. Liberal commissions and exclusive territory given to capable and responsible men. Address, stating age, Bank and Commercial references, Vapor Stoves, Care of Hardware Pub. Co., 309 Broadway, New York.

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.
Our ability is the product of 25 years of experience. All work guaranteed.
HUNT & DORMAN MFG. CO.
15-21 Bright St., Cleveland, Ohio.



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Our Latest Business Bringer



THE "GRAND RAPIDS"

THIS new Refrigerator—"The Grand Rapids"—is the companion piece to the famous "Leonard Cleanable"—*at a lower price.* The agency for both goes together.

Made of Ash instead of Quarter Sawed Oak, but with all the features of the higher priced machine, making it our "cheap" line, but even then a better *practical* refrigerator than the *best* of other makes.

Don't buy refrigerators until you have carefully investigated the advantages of handling this *couple*, the easiest selling and best known refrigerators made.

The "Grand Rapids" is made of ash, golden finish, double box throughout, insulated with charcoal sheathing, lined with zinc or white enamel, raised carvings, real bronze trimmings, removable flues, solid iron shelves, air-tight locks—*all* of them talking points. The name alone will sell it.

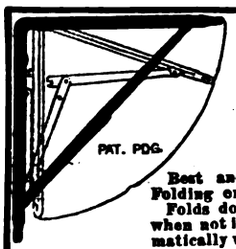
The "Leonard Cleanable"—known everywhere—quarter sawed oak panels, lined with real porcelain on sheet steel.

This makes the best selling combination it is possible to get.

Send for catalogue. Samples for comparison will be shipped on request.

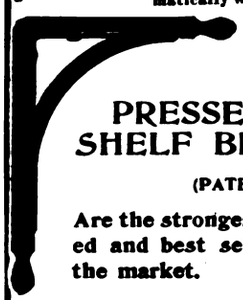
GRAND RAPIDS REFRIGERATOR CO.,

30 Market Street, GRAND RAPIDS, MICH.



GRIFFIN'S FOLDING BRACKET

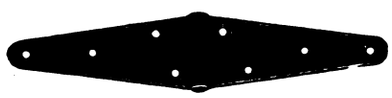
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

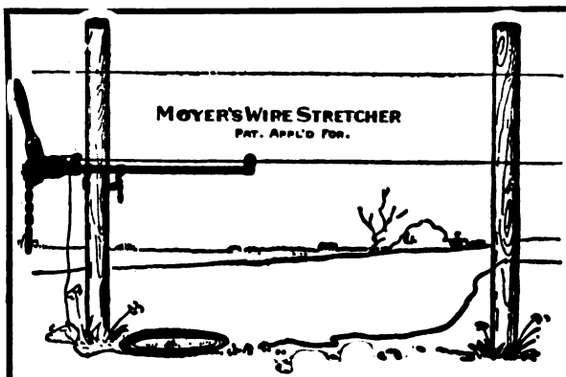
(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.



MOYER'S WIRE STRETCHER

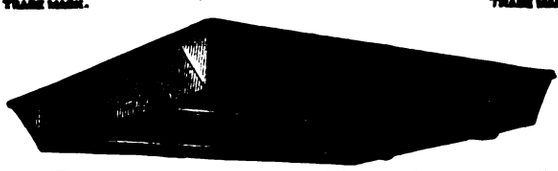
Pulls the Wire 10 Inches Past the Post . . .

No loose wire after removing the stretcher. No danger to the operator from wire breaking. New roller clutch cannot slip on the wire Five times the leverage of ordinary wire stretchers. Just the thing for woven wire fences. An absolutely new device for splicing broken wire; you splice the wire and then stretch the splice and the wire is as tight as before it broke.

Write for particulars.
Agents wanted.

WOOD BROS.' STEEL SELF-FEEDER CO., Sole Manufacturers. DES MOINES, IOWA.

"NEVER-BURN" TRADE MARK. **"NEVER-BURN"** TRADE MARK.



Dripping Pans **Roasters and Bakers**

A booklet tells

Made in Cleveland Ohio by **The Bronson-Walton Co**

John H. Graham & Co Selling Agents New York City

The No. 2 HAMMOND



Possesses

ALIGNMENT—Perfect and permanent
IMPRESSION—Invariably uniform
TOUCH—Soft, light and elastic
SPEED—Over 200 words a minute
DURABILITY—The fewest parts, the best made
VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
PORTABILITY—Weighs only nineteen pounds including traveling case.

The Hammond Typewriter Co.

69th to 70th Sts. and East River, New York, N. Y.

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."





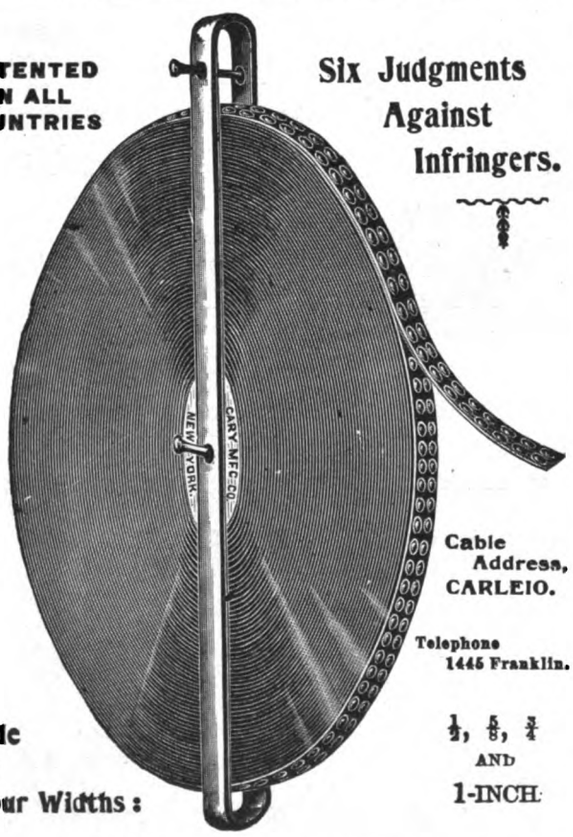
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. *Send for Catalogue.*



CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1-INCH

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.



A Memory Jog

Remember!

THE HIGHEST AWARD was given us at both the Pan-American and Paris Expositions because of the perfectness of our

EDGE TOOLS

of every description. Tool users recognize them as standard.

When you buy our Edge Tools you know them by the trade mark—when you use them you know them by the cut and wear they give you.

Don't Forget!

The L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....30&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $3.00.
In ¼ Boxes.....20&5%
In 1-10 Boxes.....20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2 75.....10&5%
S. B. Caps, Con. Ball, Swgd.....$1 90
S. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25
Markle's Chilled.....1 85
Raymond's Chilled.....1.85
Sparks Chilled.....1 85
Tatham's Chilled.....1.85

GUN WADS—⅌ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

	⅌ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....60%
Steel Drive.....40%
Kohler's: ⅌ gro.
Invisible, No. 3.....$5.00
Perfect, No. 9.....7.20
Belt Holder, No. 1.....9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ⅌ lb, net.....7½@8c
Hay Budden, Wrought.....9@9¼c
Horse Shoe Brand.....9@9¼c
Peter Wright's.....10¼c
Trenton.....9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%
Bench Anvils, Phoenix.....40%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@10&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonnev's Adjustable...$10.50@11.00
Cincinnati Nos. 1, 2 and 3.....25&10%
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Swan's.....10%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co..25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1.00@4 25
Mayhew's Diamond ⅌ doz. $1.25..40%
Swan's.....40&10%
C. E Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40&10%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level:
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50...30&10%

Axes—

First quality, best brands...$5.50@6.00
First quality, Jobbers' brands.5.25@5.75
Beveled, add 25c. ⅌ doz.
Firemans Bradleys.....5%
Ice "".....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9 25

HATCHETS—

Hunt's Underhill's or Blood's. 40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc. } 50&5%
Picks and Mattocks.....50%

Axle Grease—

Dixons' "Everlasting" Graphite:

1 lb cans (36 in case)	.15 ea.
2 " " "	.25 "
10 " firkins (6 in case)	$1.20 "
25 "	2.75 "
50 " kegs	5.00 "
100 " "	9 00 "
200 " ¼ bbls	.08½⅌
375 400 lb "	

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Large Dial, Class D.....30%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50.....25@30%
Tinned, each, $9.00.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
Lever, R. & E. Mfg. Co.'s...55@55&10%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....70%
Hand.....30&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10%
"Imperial," seamless stitched.45&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Belting, Stitched Cotton—

Sphinx Brand.....60%
Competition Brand.....70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Phoenix.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

	Per Pound
Sisal	11¼c
Standard	11¼c
Standard Manila	12c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ doz. $3.00.....33⅓@40%
Excelsior ⅌ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel.....75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&60&10%
Eddy's.....60@10&70%
Harts' Steel.....50@50&10%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...80%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....65&5%
Machine, Plain Nuts.....65%
Carriage, Common.....60&10%&10@70
Norway Iron, list Oct. '84.....80%
Phila., Eagle, list June 1, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½& 10%
Norway, Phila.....80%
Pertchester. Norway.....80%
Phila.....80%

STOVE AND FLOW—

Plow.....60%
Stove.....80%

MISCELLANEOUS—

Sink.....80

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary's "Universal," in case lots, 20&10&5%
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&10%
No. 208½@214½....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....℔ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24, 1903. 85&10@90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..80&10@40%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept. '96 80@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75% } Extra 10% to 10&10
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....℔ gross, $1.75@$2.00
Goodell's Acme....℔ gross, 6.00
Hopper's....℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ℔ doz., $3.00....50%

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....35%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and Halter Chains:
"American"....40@45&5%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

An advance of 25c. ℔ 100 lb is added on orders of less than cask lots.
Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain.... } 40%
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97. 60, &10 &10 to 70%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains: New List....60@60&10%
Bridgeport. Trace chains....65%
Stake " 65%
Heel " 80%
COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....30%
Moore's "Direct"....50%

Carpet Stretchers—
Montross' "Excelsior,"...℔ dos., $6.00....30%
Bullard's....33⅓%
Cast Iron Steel Points....℔ dos.,...80c
Phoenix....50%
Socket....℔ dos., $1.75@$3.00

Carpet Sweepers— ℔ doz.
Bissell's "Cyco" Bearing "American Queen"....$27.00
Bissell's "Cyco" Bearing "Boudoir"....27.00
Bissell's "Cyco" Bearing "Ideal" 25.00
Bissell's "Cyco" Bearing "Gold Medal"....24.00
Bissell's "Cyco" Bearing "Premier"....24.00
Bissell's "Cyco" Bearing "Prize" 24.00
Bissell's "Cyco" Bearing "Welcome"....24.00
Bissell's "Cyco" Bearing "Superior"....24.00
Bissell's "Cyco" Bearing "Grand Rapids" japan trimmed....23.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed....24.00
Bissell's "Standard," japan trimmed....20.00
Bissell's "Standard," nickel trimmed....22.00
Bissell's "Crown Jewel," japan trimmed....19.00
Bissell's "Crown Jewel," nickel trimmed....21.00
Bissell's "Cyco" Bearing "Parlor Queen"....30.00
Bissell's "Cyco" Bearing "Crystal"....36.00
Bissell's "Cyco" Bearing "Grand" 36.00
Bissell's "Cyco" Bearing "Club" 54.00
Bissell's "Cyco" Bearing "Hall" 60.00
Subject to quantity rebates as follows:
8 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Misses"....9.00
(Subject to quantity discounts.)
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
Marion Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Begular Bearings...18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ℔ dox. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix, Ohio Tool Co., P. S. & W, Swan, Witherby....70
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%
COLD CHISELS—
Good quality, ℔ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ℔ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s: Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Starrett's Fay's Patent Spring Calipers and Div....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson....℔ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net....$3.00

Corn Hooks— ℔ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....35%
Snell's....½&5%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ℔ gro.
Eclipse....7 in. $3.75 9 in. $4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ℔ dos. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓@40%

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....20%
Perfect....65&10&10
Star (Coil), list Oct. '95....30%
Torrey's Rod....50@50&10%
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....25@25&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S. & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3 00. 15&10%
Ratchet, Billings' Double Acting. 33⅓%
Stearns' Bench....30%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%
TWIST DRILLS—
See Augers and Bits.

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Drug Mills—

National Specialty Mfg. Co.....30%
Enterprise Mfg. Co. .....25@30%

Egg Beaters—

Keystone 33⅓%
Spiral .....₩ gro. $4.25@$4.50
Standard Co. .....Net prices.
Taplin Mfg. Co.....Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb.....10c } 30%
No. 54 to 150, ₩ lb.....10c }
Flour, ₩ lb..... 8c }

Enameline— ₩ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge".....$3.00
Popes..... 3.00
Wilkinson's ....$3.00 net
Westerholm's..... .....$3.25

Faucets—

Brass Globe Cocks .....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh..... .....65&10@70%
Fin..... .....65@65&10%
Frary's Iron Petroleum .....60@60&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....80%
John Sommer's "Reliable," Cork Lined..... .....50&10%
John Sommer's "O. K.," Cork Lined..... .....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American..... .....75&5%
Arcade ....75&5%
J. Barton Smith..... .....75&5%
Disston's..... .....75&5%
Disston's Superfine 50%
Eagle.....75%
Great Western ....75&5%
Kearney & Foot ....75&5%
Mc Clellan..... ....75&5%
Nicholson ....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal..... .....60@60&10%

IMPORTED—

Stubs.. .....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Pulper's Natural Stone ...$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American..... 60&20%
Fitch's..... .....net prices

Fluting Scissors—

List. 45%

Forges—

Boynton & Plummers.....60%

Forks—

Geneva:
Two-Tine Hay and Boy ....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines ....50&10&5%
Four-Tine Hay..... .....60⅔%
Long Three-Tine, Grain, &c.. .. 65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler.....65%
Four-Tine Baler 65%
Barley and Grain.....60&20%
Champion Hay.....60⅔%
Champion Manure .....60&15&2½%
Champion Header.....65
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure.66⅔&2½%
Spading Forks.....70&2½%
Potato Digging... ... .60&10
Baling Press.....60&12½%
Stable and Fish..... 50&10&5

Fruit, Wine and Jelly Presses.

Enterprise ....20@25%

Fry Pans—

Standard List.....70&10

No....	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse.....	$2.60	5@10%
Cotton Fuse	2.90	
Single Taped Fuse.....	3.25	
Double Taped Fuse	4.20	
Triple Taped Fuse.....	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.. .....50%
Clapboard ....25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's..... ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's..... .....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head..... .....50&10%
Wood Head..... .....50%
Swan's, German Pattern.... ..40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ....25&25&10%
Mystic..... .....40%
Martins .. ..40&10%

Glue Pots—

Enameled..... ..... 40%
Tinned 35%

Graters—

Enterprise .....25@60%

Graphite, Lubricating.

Dixon's Pure Flake
632– 1 lb. cans,.....20 cts. ea.
663– 5 " screw top tin cans, 85 cts. ea.
634– 10 " " " $1.60 "
644– 25 " boxes,..... 15 cts. lb.
645– 50 " " ..... 14½ cts. lb
646–100 " kegs,..... 14 cts. lb.
647–350 " barrels,..... 12 cts. lb.

Grindstone Fixtures—

Cronk's..... .....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light ....60&10%
P. S. & W.....30&10@40
Reading..... .....60%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's .....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 30%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail... .....10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's..... ..... 33⅓&5@40&10%
Phoenix, Tack.....40&10%
Peck, Stow & Wilcox. 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... .40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb .....70&2½%
3 to 5 lb ....70&12½%
Over 5 lb ....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted... ....₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1..... .60&10%
No. 2 to 32⅛..... .....40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25 .....25&10%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel.....
Brad Awl ....
File..... ..... } 25@33⅓%
Auger..... .....
Soldering Iron ... .
Brad Awl.....₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork .....60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles ...60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ....45@45&10%
Disston's..... .....50%

Hangers, Barn Door—

Old Pattern..... ....60&10%
New England.....66⅔@70%
Lane's Covered..... 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special..... .....50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's Roller Bearing.....60&10%
Cronk's Steel, cov'd. Loose Axle....60%
McKinney's "None Better," No. 2, $16.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on .. ..50&10%
Wilcox's New Century.....50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing..... ..... 4.15
New Model..... ..... 3.85
New Champion 2.25

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1 10 ₩ doz.50%
Wrought..... ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... ... .80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley..... 60&10&10%

Hay Racks—

Baxter Wrought Iron, o. 1, $1.00. net; No. 2, $1.50, net.

Hay Tools—

F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.25
Comb. Car, Wood Track..... .. 3.25
Common 6 in. Wood Sheave Pulley, Fig. 433..... ₩ doz. 1.50
D. H. Fork, Steel Regular...each, .75
Double Grapple Fork . ...each, 3.25
Double Rail Steel Track, complete with clamps.....₩ ft. .09½
Faultless Steel Frame K. P. Pulley, Fig. 435 .....₩ doz. 2.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 .....₩ doz. 1.75
Floor Hooks 8 in.....₩ doz. .60
Floor Pulley, Wood Sheave, Fig. 486 .....₩ doz. 2.25
Hanging Hooks for Double Steel Track .....₩ doz.
Hanging Hooks for Single Steel Track .....₩ doz.
Hanging Hooks for Wood Track, 10 in..... .....₩ doz.
Hanging Hooks for Wood Track, 14 in .....
Malleable Frame K. P. Pulleys, Fig. 676. ..... ₩ doz. 1
Malleable Rafter Brackets, ₩ doz.
Nellis Fork..... .....each, 1.44
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ doz. 1.90
Rev. Car., Double Steel Track.... 3.25
Rev. Car., Wood Track..... ... 3.25
Rope Hitch.....₩ doz. 1.50
Single Rail Car, Single Steel T 3.25
Single Rail Steel Track with clamps. ..... ₩ ft. .09½
Sprout's Shear Fork, each $1.50
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz 1.75
Sure Grip Sling Car, Steel or Wood Track 5.50
Walker Fork, each..... 1.20
Wrought Rafter Brackets ₩ doz.. .35

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $10
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net$10
Auburn Straw..... .....40&10%
Lightning, from jobbers.....60&5%
Wadsworth's..... 40& 10%

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 3½c. / 14 to 20 in., ₩ lb, 3¼c. / 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5%	Extra 10@10&5
Heavy Strap Hinges....80&20&10%	
Light T Hinges ..... 75&10&5%	
Heavy T Hinges.....75&5%	
Extra Heavy T Hinges.....80&20%	
Hinge Hasps 70%	
Corrugated Heavy Strap.80&20&10%	
Corrugated Ex. Heavy T.....80&20	

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking 15%
Chicago.....25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7.80 ....60%
N. E., Reversible, ₩ doz. $5.60..... 60%
N. Y. State, ₩ doz. $4.90. ..... 60%
Shepard's, Nos. 1, 2, 3..... .....60&10%
Western, ₩ doz. $4.20. ....60%

BLIND HINGES—

Baltinger & Berkley.....50&25&4%
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3..... .....70&10%
Mortise Gravity. 50%
Nos. 1, 3, 5..... ...70&10%
Nos. 40 and 50..... .....70%
Parker..... .....70&10%
Sargent's, Nos, 1, 3, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets.50&10%

Hitching Cords—

Covert Mfg. Co..... ....45%
" " " ....
Hitchers Stall..... .....35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island..... 7 %
Ladies', Boys' and Toy..... 70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12½%
Straight Shank Planters... 75&10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton.....70&10&10%
Ladies' Cotton..... ..... 75&7½%
Cotton Chopper..... 75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes .. ..66⅔&15%
Turf Edgers..... .....50&15%

Hoists, Chain—

"Meores'," Anti-Friction 30%
" Hand Hoist... ....20%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretzinger Cut-Ezy.....⅌ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list..50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....⅌ doz. $1.25
Cotton Pat (N. Y. Mallet & Handle Works).....30%
Hammock Hooks, E. C. Stearns, ⅌ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c.
See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme. 50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....⅌ doz. $3 00
Hooks and Eyes -Brass.....60&10%
Hooks and Eyes -Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ⅌ lb						12c
Northwestern	26c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45
Jute.....45&
Sisal.....2

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....⅌ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ⅌ doz. $6.00..35@30%
No. 34. ⅌ doz. 15.00..35@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ⅌ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
See Hay Knives.

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sand stone.....$1.50 per doz
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr. .....$1.25@1.50
Carriage, Jap.....⅌ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40"
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%

Latches— ⅌ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
⅌ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T..70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6 50	each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
⅌ doz.	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy.....net, per dozen$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ⅌ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ⅌ lb
Bar Lead.....5@5¼c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ⅌ doz. 8-in. $1.00; 10-in, $1.40.....30%
Dean's, Nos. 1, ⅌ doz. $6.50; 2, $8.35; 3, $1.65; Queen, $3.50, net
Hotchkiss, Straight Flush, ⅌ doz. $2.60
Jennings' Star.....⅌ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....⅌ doz. $2.00 80&10@40%
Wood, Common, ⅌ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s.
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's...50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ⅌ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ⅌ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ⅌ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....35&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	5	6
Each..	$5	$7	$10	$25	$50	$60

Dixon's.....⅌ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$5	$4 50	$6

Home No. 1, ⅌ doz. $22-75.....50&10%

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Little Giant.....33⅓@40%
Woodruff's, ⅌ doz.....80&10@40%

Nos.....	100	150
	$15.	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ⅌ lb
Defender.....18
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....⅌ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mitre Boxes—
C. E. Jenninge & Co.....35&10%
Seavey's, ⅌ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ⅌ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Nilee' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ⅌ gross....$21.00
" less quantity, ⅌ dozen..2.00
Nail Pullers—
Ajax, 5 lbs.....⅌ doz. net $7.50
Black Hawk, ⅌ doz.....$9.00
Cyclops.....40&10%
Eclipse.....⅌ doz. 18.00, 35&10&10%
Eureka, No. 74.....⅌ doz. net $8.50
Eureka, No. 75.....⅌ doz. net 8.00
Giant, No. 1, ⅌ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....⅌ doz. $18.00, 20%
National.....⅌ doz. 24.00, 40%
Pelican.....⅌ doz. $2.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....⅌ doz. 4.25
" No. 3 D.....⅌ doz. 3.75
Large,
" No. 2 B.....⅌ doz. 4.75
" No. 2 D.....⅌ doz. 4.00
Nail Sets

	⅌ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....⅌ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7.50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ⅌ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ⅌ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7 @ 70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60 c ⅌ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓%

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₱ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, ₱50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ lb
American Packing ..... 9c@10c
Cotton Packing ..... 18c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₱ dos.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₱ dos.
Victor $60.00
White Mountain 6.00

Pencils
Dixon's: ₱ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33 1-3%

IRON PLANES—
Chapin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" ..
Ohio ..
Sandusky .. } 30&5@30&10&5%
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers.
No. 1 ..... 60%
20 ..... net. $9.00
40 ..... 70%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 50%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₱ doz ..... $ .50
₱ gross 4.5
½-lb. boxes, ₱ doz 1.25
1-lb. boxes, ₱ doz 2.25
U. S. Liquid, 8-oz cans, ₱ doz 1.35
₱ gross 12.00
Barkeeper's Friend Metal Polish, ₱ doz 1.75
₱ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₱ lb
Joseph Dixon's ..... ₱ gro. $5.75, 10%
Gem ..... ₱ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₱ doz. ₱ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₱ dos.
Disston's Samson Digger $54.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion ..... " " 6.00
Rival ..... " " 8 00
Ryan's ..... ₱ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₱ dos. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₱ dos. net.. $6.50

Post Hole Diggers—
Iwans. ₱ dos.
Split Handle, ... net $7.75
Perfection ..... " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ..... ₱ dos., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
S. S. Lee & Co.'s Pruning Tools 40%
P. S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C. Co.'s Combination ..... ₱ dos., $12.00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel:
No. 3 2½-inch wheel, ₱ dos. in barrel lots, ₱ pos. 25½c
No. 7, in barrel lots ₱ doz 25c
Extra for plated finish, ₱ doz 20c
Extra for antique bronze bushing, ₱ doz 10c
"Grand Rapids" all steel, bbl. lots ..... 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye, ₱ dos., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₱ dos., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₱ doz., $12.00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 395, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 396, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 501, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 398, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 36, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 103, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.00
No. 285, Fig. 399, Windmill Pump 12.50
No. 385, Fig. 403, Windmill Pump 16 00
No. 340, Fig. 406, Regulator Pump 28.00
No. 268, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 308, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 498, Bucket Spray Pump 5.00
No. 380, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Semis & Call Co.'s:
Cast Steel Drive 50%
Check 55%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₱ dos., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₱ dos ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co., ... 30%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet $1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₱ foot 5½c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. fer N. E. Hangers:
Angular, ₱ foot, 6c 70%
Double Flange, ₱ foot, 8c 70%
Carrier Steel Rail, ₱ foot 4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 13 ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in ..... net, $3.00
O. N. T. 1¼ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₱ foot 6½c
Sliding Door, Steel, Brass Plated, ₱ foot 5½c
Sliding Door, Wrought Brass, 1¼ in., ₱ lb. 36c ..... 10@30%
Victor Track Rail, 7c ₱ ft. .60&10&3½%

Rakes, Etc.—
Cronk's:
Malleable ..... 70&10%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3.60
" " 24, 3.75
Jumbo Lawn 36, 5.40
Paragon (Wood Head) 2.85
Steel, Garden, 10th 2.50
" " 12th 2.70
" " 14th 2.85
" " 16th 3. 0
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall, Heavy Braced Curved ... 70&10%
*Mall, Light Braced Straight .. 70&10%
*Mall, Heavy Sgl. Shank ..... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boraxic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westeeholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1908:
Black Japanned ....
White Japanned ....
Bronzed Finishes ..
Electro-Plated ....
Nickel Plated .... } 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₱ dos. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—
Tinners 70%
Miscellaneous 70%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₱ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₱ lb
¼ inch and larger 15½c
2d grade, ¼ in. and larger 14½
Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 12 c
⅜ in 12½c
¼ and 5-16 in ..... 13 c
Steel:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 55&10%
Starrett's Rules and Straight Edges, Steel ..... 25&10

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3.15
Aluminum Finish " " 3.15
Full Nickel " " 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10 & 60%
Garnet Paper ..... 30@30&5%
Sand and Emery Paper ..... 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50
Victor Bronze 5%
Victor Steel 70

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 13½@14c
Common India ..... ₱ lb 9@10c
Patent Russia ..... ₱ lb 12½@13c
Patent India ..... ₱ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₱ lb 28½@30c
"Samson" Braided Cord, ₱ lb 28½@30c
"Samson" Spot Cord, ₱ lb 28½@30c
"Samson" Braided Drab, Cotton ₱ lb 33½@35c
"Samson" Braided Italian Hemp ₱ lb 32½@35c
"Samson" Braided Linen ..... ₱ lb. 49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₱ lb 40c, 5%
A Quality, White ..... ₱ lb 35c, 5%
B Quality, Drab ..... ₱ lb 35c, 5%
B Quality, White ..... ₱ lb 30c, 5%
United States:
B Quality ..... ₱ lb 18½c
C Quality ..... ₱ lb 17½c
White Cotton, Hard Braided ..... ₱ lb 18c

Sash Fasteners.
Ives "Crescent" 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass ..... 50&5%
Cast Iron ..... 60&2½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 80%
Reading ..... 60&10&10%

Sash Weights—
Ton lots at factory $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 35%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ¼ to 3-16 in. Wide 60%

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....30&40
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2¾ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%
HACK SAWS AND FRAMES—
Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%
Saw Filer—
Disston's D8 Clamp and Guide, $30.00
⅋ doz.....25%
Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net
Saw Sets—
Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Semis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. $8.50
"Royal".....⅋ doz. 5.00
Leach's.....33⅓&
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.75
Stillmans.....⅋ doz. 1.00
Tainters Positive.....$18.00 ⅋ doz. 60%
Scales—
Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%
Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%
Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....⅋ doz. $2.50
Screens—
DOOR—
Phillips: ⅋ doz.
¼ in., Style E, Fancy Screen Doors.....$10.50
¼-in., Style G, Common Screen Doors.....6 75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....60&5%
Screw Drivers—
Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..⅋ doz. $6.00 net
Electric Spiral No. 02..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3. $12, 50%
Howard-Allard.. { A1 ⅋ doz., $9.00 net / A2 ⅋ doz., 6.00 net
C. E. Jennings & Co..40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ⅋ doz. $18.50 net; No. 2 ⅋ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade..50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ⅋ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....70&10%
No. 10.....75&10%
Nos. 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ⅋ doz.....$1.00 } 40%
Gem, ⅋ doz.....90c }
C. T. Williamson Wire Novelty Co..40%
Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%
BENCH, HAND, ETC.—
Bench, Iron, ⅋ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%
Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%
Scythes— ⅋ doz.
Natural Finish, Grass.....$5.00
Polished Blade, Grass.....5.50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00
Scythe Rifles.
3-Foot.....$10.00 ⅋ gro. } 40%
4- " .....$12.00 " " }
Scythe Stones.
No 1 Indian Pond....$7 00 ⅋ gro. }
No 2 " " .... 4 50 " " }
White Mountain.... 9.00 " " }
Black Diamond..... 12.00 " " }
Lamoille..... 11.00 " " } 40%
Green Mountains... 6.00 " " }
Leader Red End.... 4.50 " " }
Willoughby Lake.... 9.00 " " }
Extra Quinnebog.... 7.00 " " }
Pike's Corundum....24 00 " " }
" Emery.....15.00 " " }
Seeders—
Raisin, Enterprise.....35@30%
Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Shears, Hedge—
Wm. Wilkinson & Sons.....50%
Shelves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
M. W. Co., list July, 1898..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&5%
SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%
Shells—
See Ammunition.
Ship Tools.
L. & I. J. White.....25%
Shot—
See Ammunition.
Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices
Shutter Bars—
Ives'.....45%
Shutter Bolts—
See Bolts, Shutter.
Sifters, Flour—
Hunter's Genuine..⅋ gross, $10@$11.50
Skate Sharpeners—
Eureka.....⅋ doz. $1.75; ⅋ gro. $18.00
Slaters Tools—
Plumbs.....30%
Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $16.50@$20.00
2 Knives.....⅋ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%
Sledges and Heavy Hammers—
See Hammers.
Slicers—
Vegetable, Enterprise.....25%
Smiths' Bellows—
See Bellows.
Snaps, Harness, &c.—
Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee.....30&5
Snaths—
Scythe.....50%
Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%
Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List
SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%
KNIVES AND FORKS NO. 1—
⅋ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00
Springs—
See Door Springs.
Spring Balances—
See Balances.
Spring Hinges—
See Hinges.
Squares—
Disston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10%@75
Steel and Iron.....70&10%@75
Staples—
Barbed Blind—½, ⅝, and ¾ inch, ⅋ lb.....6½c.@7c.
FENCE—
Same price as Barb Wire. See Trade Report.
Stay Rollers—
Cronk's, No. 50.....66⅔%
" Nos. 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%
Steels—
Chatillon's "Dicks".....30%
Stock Fountains—
The B-B Mfg. Co.:
"Dewey," ⅋ doz., net.....$18
Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%
PIPE MAKERS—
Holroyd & Co.....75&10@80&10%
Stones—
See Oilstones.
Stops—
See Bench Stops.
Store Door Handles—
See Handles.
Store Ladders—
Lane's.....0%
Myers' Noiseless.....50%
Stove Bolts—
See Bolts.
Stove Polish—
See Polish, Stove.
Sweepers—
See Carpet Sweepers.
Tackle Blocks—
See Blocks.
Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%
MISCELLANEOUS—
Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%
Tack Pullers.
Columbia, No. 1, ⅋ doz., net.....$1.00
Columbia, No. 2, ⅋ doz., net.....1.50
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to 2 in. inc.....65&10%
2 1-8 to 3 in. inc.....40%
3 1-8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304, ℔ 100.....net, $13.00
Payson's:
Balance, Iron List.....80%

Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12.00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; ca of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro. ...net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....80%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5.00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&10%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....80&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....80&10%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders.

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
X. L. C. R.....70%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....35&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List.....35&10%@35&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10%&10
Stub's Steel Wire.....$6.00 to $ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. $1.15@1.25

Wire Rope—

New List July 1, 1899.
Bright.....40&2½%
Cast Steel.....30%
Iron, Galvanized, add 10 per cent to list.....33&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10@60%
Alligator.....65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright.....50%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 40c
Linseed, City, Boiled, in barrels, ℔ gal. 43c
Out of Town on Spot.....℔ gal. 38c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....67c
Lard, Extra, No. 1.....64c
Lard, No. 2.....44c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 5¼@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7¾c
In lots of 500 lbs. and over...℔ lb. 6¾c
White Lead, Eng., in Oil..℔ lb. 7¾@9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....$1.40
In bladders.....2.40
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12½ lb.....2.50

Spirits Turpentine—

In regular bbls.....61 @61¼c
In machine bbls.....61¼@ 62c

Dry Colors—

	℔ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½	@10 c
Sienna, Italian, raw & powdered	3½	@ 7½c
Umber, Turkey, burnt	2½	@ 3½c
Umber, Turkey, raw	2½	@ 3½c
Green, Chrome, Ordinary	5	@ 7 c
Green, Paris, in kegs	12½	@14½c
Indian Red, American	3	@ 3½c
Indian Red, English	4½	@ 8½c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	30	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Carr & Co., New York.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.

All Steel Hatchets.
Warren McArthur, Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.
Peters Cartridge Co., Cincinnati, O.,

Animal Pokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

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Wagner Mfg. Co., Cleveland, Ohio.

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Sargent & Co., New York.

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Frank Miller Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

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Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva O.

Beet Hoes.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

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William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

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Sargent & Co., New York.

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Jos. Dixon Crucible Co., Jersey City N. J.

Belt Shifters.
Chandler & Farquhar, Boston

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Chandler & Farquhar, Boston.

Bench Shears
Bruce & Cook, New York.
Chandler & Farquhar, Boston.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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F. E. Myers & Bro., Ashland, Ohio.

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Bicycle Step Ladder Co., Chicago, Ill.

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Cushman & Denison, New York.
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Sargent & Co., New York.

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Sun Stove Co., Detroit, Mich.

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J. D. Warren Mfg. Co., Chicago.

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Columbus Bolt Works, Columbus, O

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Griffin Mfg Co., Erie, Pa.

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Brass Goods Mfg. Co., Brooklyn, N.Y.

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Cary Mfg. Co., New York.
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Cary Mfg Co New York
Standard Metal Strap Co., New York.

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Sargent & Co., New York.

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John Bassimer & Sons, New York.

Brass Goods.
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Columbus Bolt Works, Columbus, O

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New Haven Incubator Co., New Haven, Conn.

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John Chatillon & Sons, New York.
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Sargent & Co., New York.

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Bardsley, Joseph, New York.
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Joseph Dixon Crucible Co., Jersey City, N. J.

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George S Knapp, Bridgeport, Conn.
Sitterly Novelty Works, Auburn, N.Y

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F. E. Myers & Bro., Ashland, Ohio.

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Sargent & Co., New York.

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Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chalk Lines.
Samson Cordage Works, Boston, Mass.

Checking Spring Hinges
Bardsley, Joseph, New York.

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Schwerdtle Stamp Co., Bridgeport, Conn.

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Enterprise Mfg. Co. of Pa., Philadelphia.
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L. & I. J. White Co., Buffalo, N.Y.

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Batavia Clamp Co., Batavia, N. Y.
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A. J. Phillips Co., Fenton, Mich.
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Household Manfg. Co., Buffalo, N.Y

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Felix H. Daus Duplicator Co., New York.
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Erie Specialty Co., Erie, Pa.
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Cutters, Rod.
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Cutters, Wire.
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Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Extinguishers.
John Bassimer & Sons, New York.

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Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport Conn.
Walworth Mfg. Co., Boston Mass.

Gasoline Lamps.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Sun Stove Co , Detroit, Mich.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Water Cooler.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison., Ia.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Grummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Fred. D. Bischoff & Co., Chicago, Ills.
Cronk & Carrier Mfg. Co., Elmira N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Iwan Bros., Streator, Ill.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Harness Dressing.
Frank Miller Co., New York, N. Y

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co , Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hay Carriers
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Knives,
Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., FortMadison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baltinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co , Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila , Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks.
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H. C. H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ills.

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts.
E. L. Ruggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co., Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co , Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co , New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Cracks
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport. Conn.
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co , Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Voigt Starr & Co., New York.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt Starr & Co., New York.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co , Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers,
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O

Roofing, Asbestos.
Stowell Mfg. Co , Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord.
Samson Cordage Works, Boston.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport. Conn.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co , New Haven, Conn

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Sharpeners.
E. Thompson Warn, Dixon, Ill.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scoops.
Avery Stamping Co., Cleveland, O.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York
Voigt, Starr & Co., New York.

Screw Plates.
Alfred Field & Co., New York.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg. Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport, Conn.

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Sewing Machine Needles.
Shrimpton Mfg. Co., New York.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Sheet Iron.
Bruce & Cook, New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Shepherd Crooks.
Iowa Farming Tool Co., Fort Madison, Iowa.

Shipping Tags
American M'f'g Co., Battle Creek, Mich

Shoe Knives.
C. J. Kimball Co., Bennington, N. H.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Steel.
Avery Stamping Co., Cleveland, Ohio.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Brackets.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn.

Skewers.
John Chatillon & Sons, New York

Claw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
Avery Stamping Co., Cleveland, O.
Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.
Avery Stamping Co., Cleveland, O.

Spading Forks.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Spark Guards.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg Co., Phila., Pa.
Voigt, Starr & Co., New York.

Spoke Shaves.
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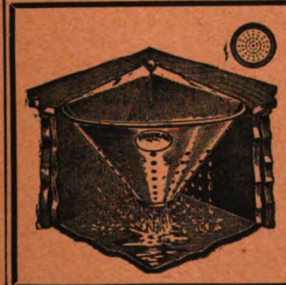
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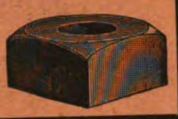
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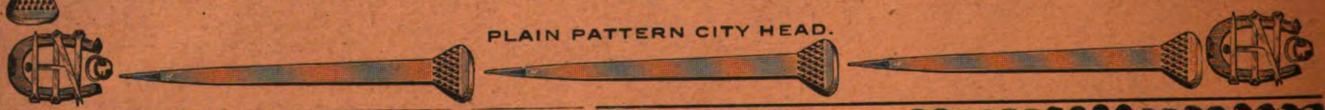
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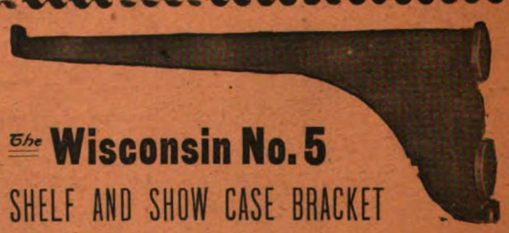
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Quality Unexcelled.
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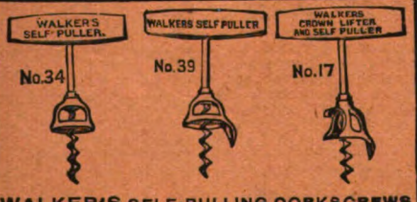
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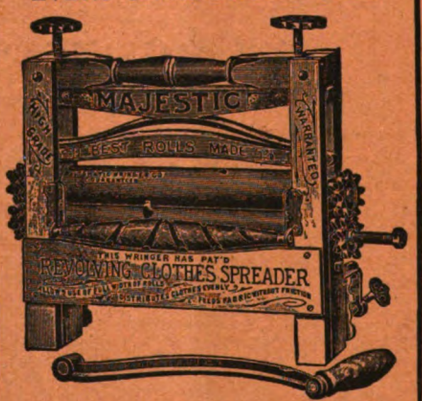
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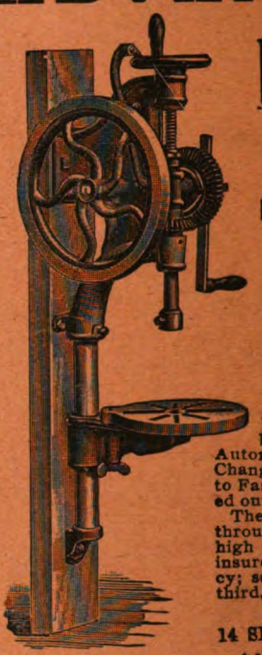
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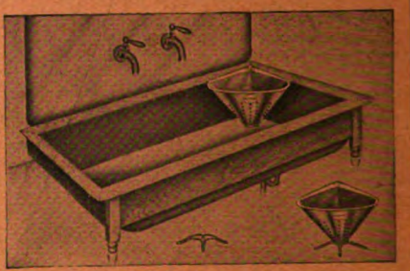
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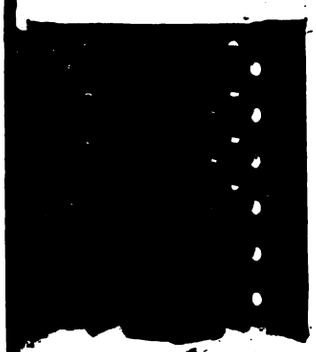
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Take a common sense view of heating. If you wish to heat a poker you hold it OVER the fire, not at the SIDE.

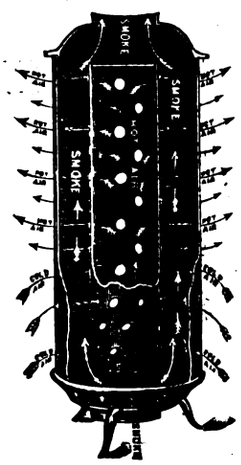
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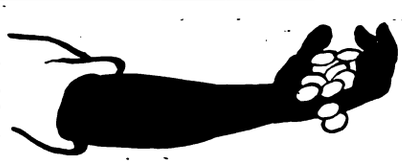
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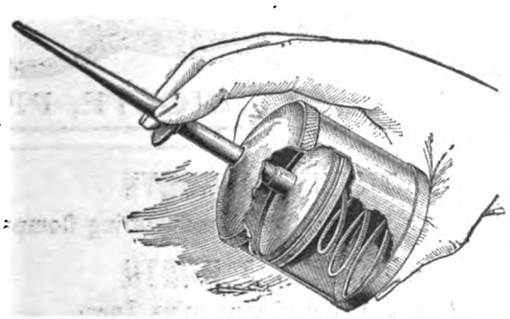




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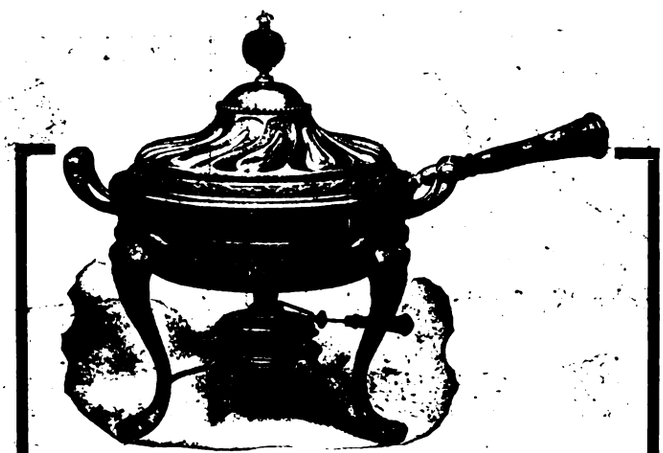


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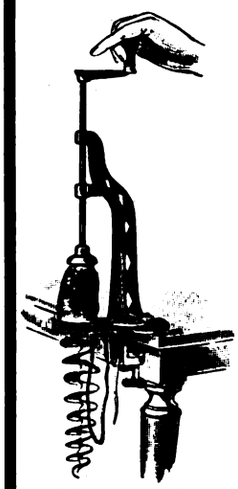
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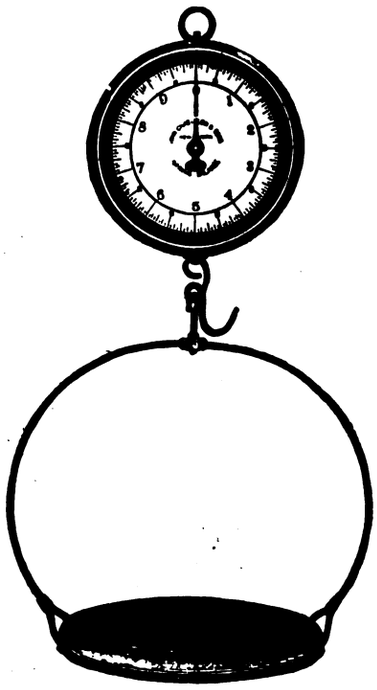
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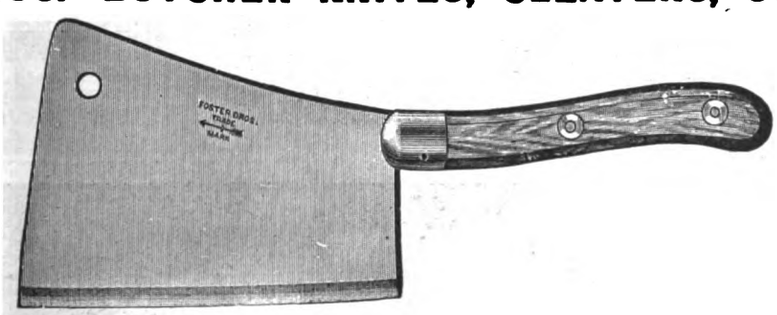


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John Chatillon & Sons. Makers. New York. U.S.A.

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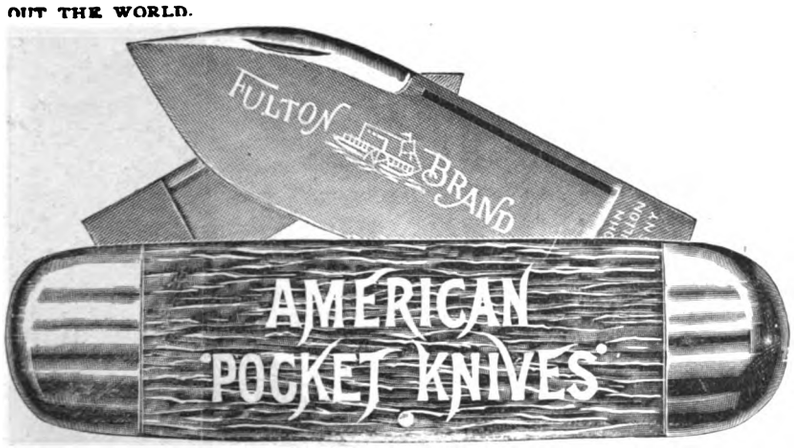


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

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By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing,** reducing **the friction** and thus making machine so **light running** and almost **noiseless.**
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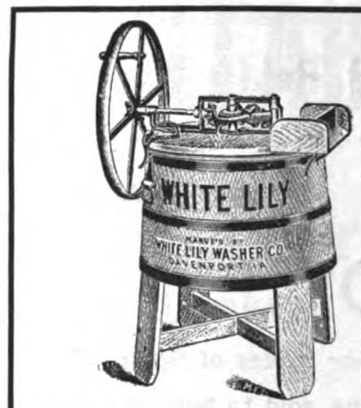
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Is the Best Seller on the Market. High speed, light running, handsome finish and guaranteed.

Only one dealer in each town can get them We will do some advertising for you.

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Federal Bench Punch

10 inches high, 10 inches long. Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in iron plate, 2½ in. from edge
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SATISFIES
OVER
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A positive holder for Broom Dusters, Mops, etc. Strongly made and nicely finished in Black Baked Enamel, packed one dozen in paper box, 12 boxes in wood case, weight 3½ lbs. per doz., 50 lbs. per gross.
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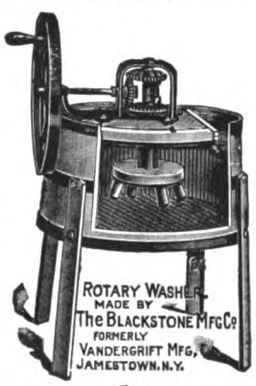
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IS the product of twenty-seven years' experience in the manufacture of washing machines. We guarantee it to be the most perfect machine of its kind on the market. The praises of those who have used The Blackstone Rotary constitute

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Hard Maple rollers with steel axles, Oil Tempered Steel Springs, Machine Steel Treadle and Portable Roller Shank, Best Malleable Iron Guide Plates, Treadle Axle and Foot-Holders, combined with a special white Cedar Pail, make the EAGLE the best in the market.

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All Kinds of Wood and Steel Barrows.



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"BOSS" WASHING MACHINES

MADE IN ELEVEN DIFFERENT STYLES AS ILLUSTRATIONS SHOW



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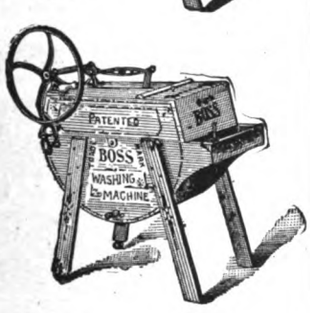
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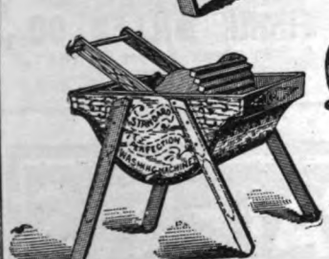


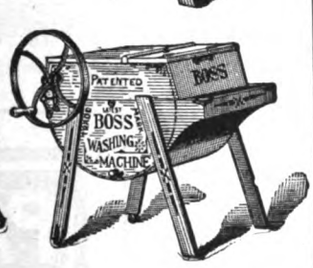




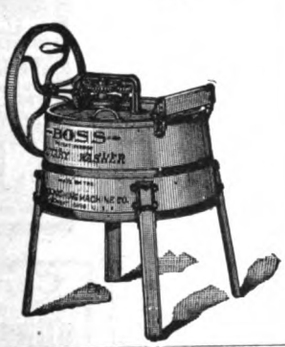










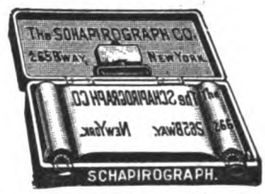


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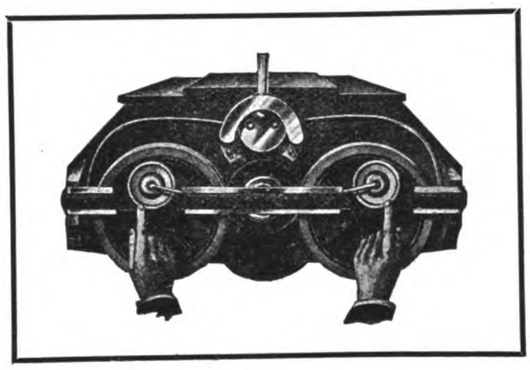


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Poised as the **"CYCO"** wheels are on the hubs of the iron wheels, under pressure of the handle the iron wheels are forced into closer contact with the brush pulley, thereby giving a brush propelling power not contained in any other sweeper on the market.

So perfect is this feature of the **"CYCO"** mechanism, that even when the rubber tires on the wheels are worn thin, and which would destroy the friction in any other sweeper, the brush of the **"CYCO" BEARING** machine will still continue to revolve.

Tested upon a heavy carpet, **BISSELL'S "CYCO" BEARING SWEEPER** runs 75% easier than any other make, and is the only sweeper sold under the sound policy of fixed retail prices, that insure a good profit to the dealer.

If you are in doubt as to why 85% of the demand is for the **BISSELL**, just consider its acknowledged mechanical superiority, and the extensive manner in which it is advertised. **BISSELL SWEEPERS** are advertised in high class magazines having a combined circulation of over 10,000,000 with over 50,000,000 readers.

Write for our special Christmas offer.

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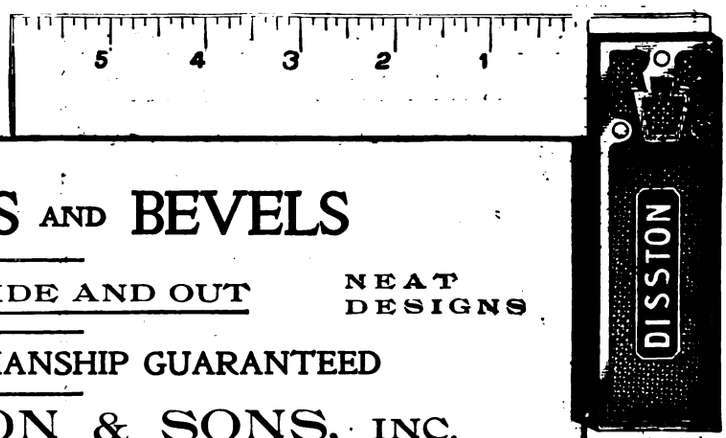
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(Largest Sweeper Makers in the World)

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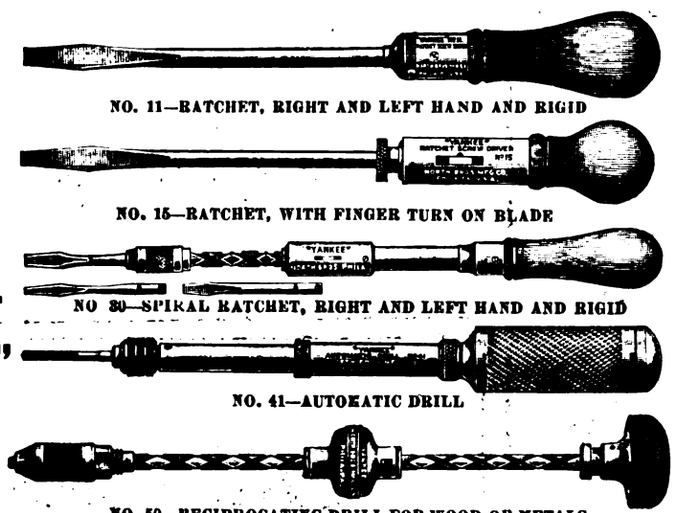
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Has had neither equals nor superiors in the manufacture of

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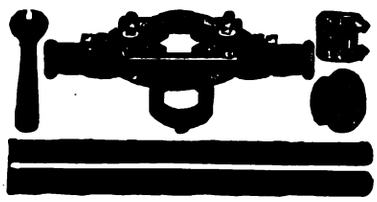
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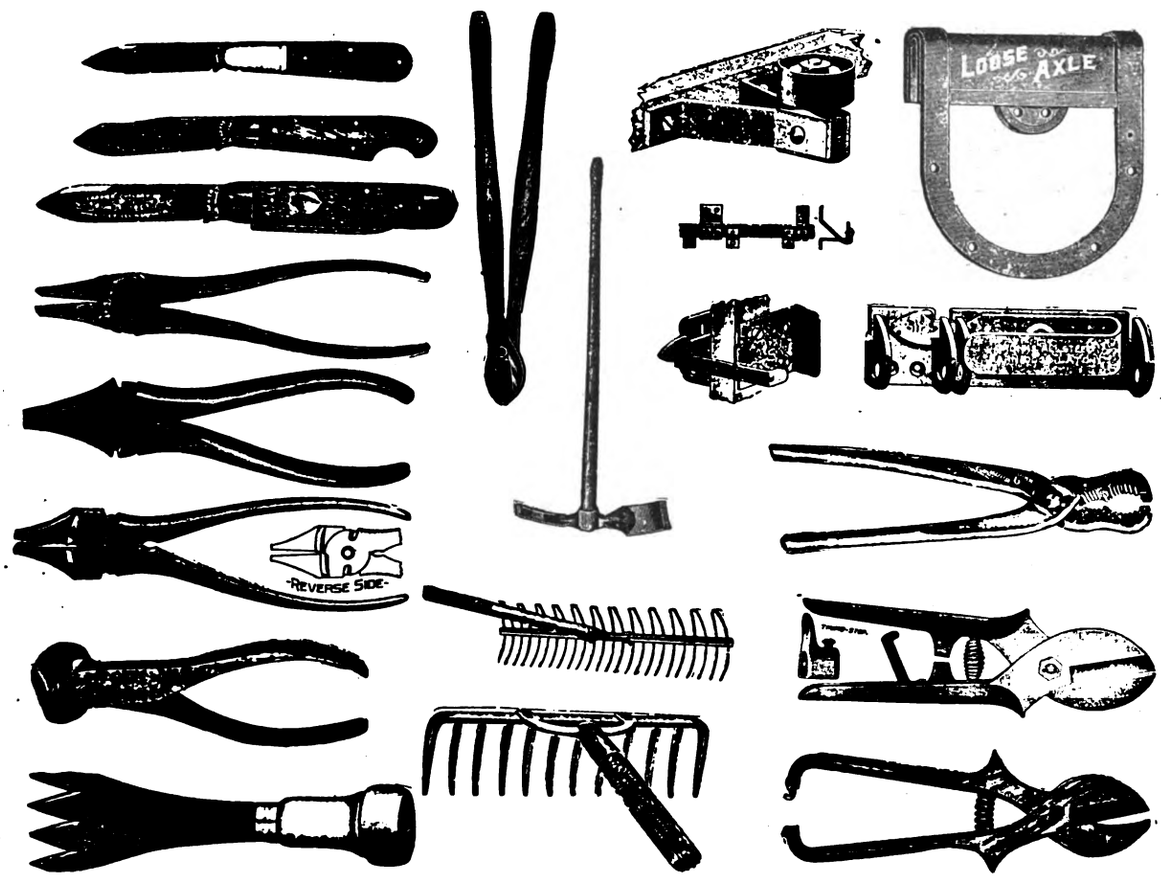
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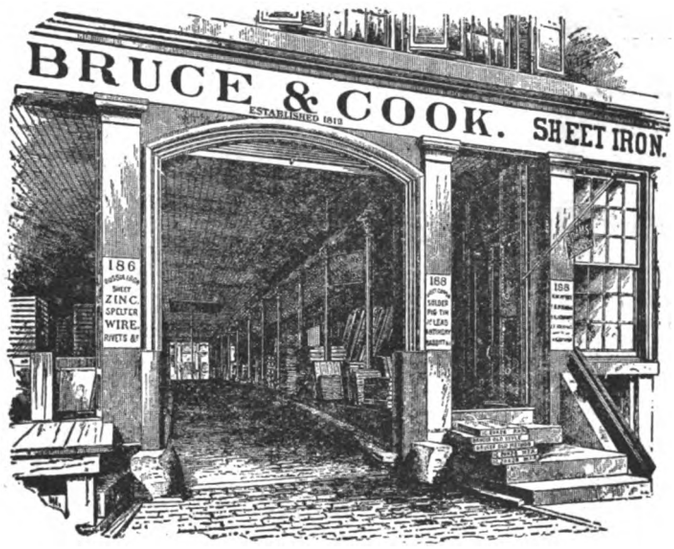
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BRUCE & COOK,

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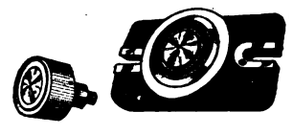
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We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. C'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
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We make only the best.



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MANUFACTURED TO ORDER ON CONTRACT.
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FORSYTH MFG. COMPANY,
BUFFALO, N. Y.

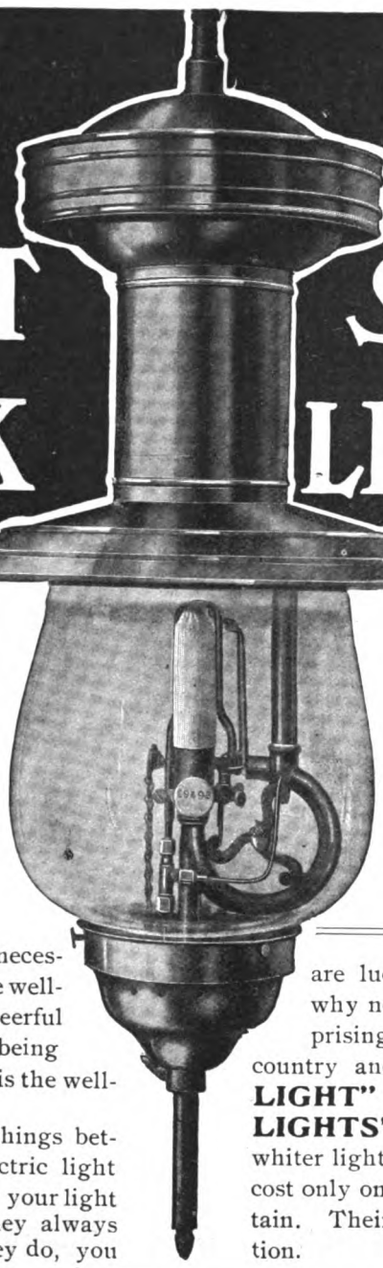
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THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
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A SHORT TALK ON STORE LIGHTING



HOW THE WONDERFUL Doran Light Will Increase PROFITS AT Your Store

Good store light is a necessity, not a luxury. The well-lighted store is the cheerful store, and other things being equal, the cheerful store is the well-patronized store.

Nobody knows these things better than the gas and electric light companies. Do you pay your light bills cheerfully? Do they always seem reasonable? If they do, you are lucky. But if they don't, why not follow the lead of enterprising merchants all over the country and install a **"DORAN LIGHT"** system? **"DORAN LIGHTS"** give a stronger, steadier, whiter light than the electric arc and cost only one tenth as much to maintain. Their safety is beyond question.

Gasoline is supplied under air pressure to each lamp through a seamless wire tubing. The tank can be put anywhere out of the way. Insurance companies permit them with no extra charge. "Doran Lights" save money and increase custom and give satisfaction in every way; not to mention that every dollar invested in the "Doran Light" doubles itself many times in a year.

There is nothing you need so badly as a well-lighted store. Look around you, and you will find that the prosperous merchant is the one who has plenty of light, no matter what the cost. Have you ever noticed that you unconsciously patronize the well-lighted place? People are like moths—you will find them thickest where the light is greatest. Write for our special trial offer, and full information about our lighting system.

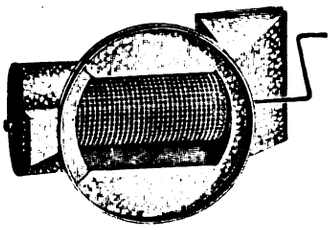
We have a liberal proposition to agents.

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THOSE who handled the **"HUSTLER" SIFTER** last year, know that it had a great run last season, giving satisfaction to both dealer and buyer. It will be in much greater demand this coming season. Everybody is telling about the dollars saved by using the **"HUSTLER."**



Dealers should get their orders in early. The stock on hand will soon be gone and we will not be able to keep up with the demand. Write for circulars and prices to

HILL DRYER CO., 340-350 PARK AVE., Worcester, Mass.

New York Offices, 373-375 Broadway.





THE MYERS PUMPS, AND STAY-ON HAY TOOLS DOOR HANGERS

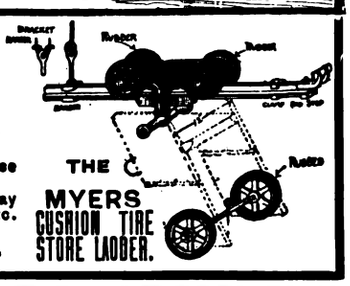
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Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

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Write for Descriptive Circulars to

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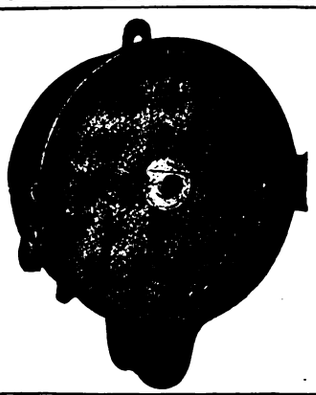
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RANGE 20° BELOW TO 120° ABOVE.



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FOR SALE IN NEW YORK BY

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Incubators and Brooders

Both Hot Air and Hot Water, built upon the highest scientific principles after an experience of 20 years. They never fail to hatch every egg that can be hatched. Send for catalogue to the

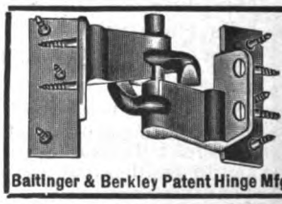
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FOUR GRADES.

One for Old Brass,
One for Hot Brass,
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Also Liquid Polish.

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Automatic Gauging and Double. Hold Pat. Blind Hinge.

Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

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LIGHT GRAY IRON CASTINGS,

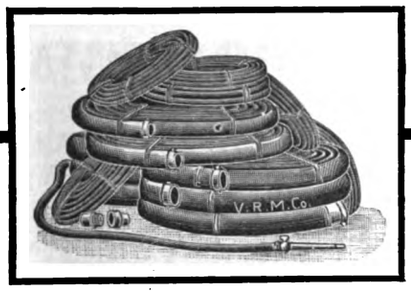
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Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

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SUPERIOR QUALITIES OF

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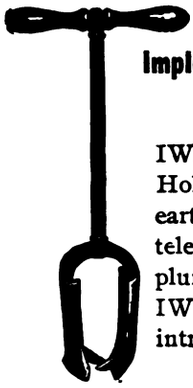
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Send for samples for season of 1904 now.

Catalogue and prices on application.

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For sale by Hardware and Implement Dealers and Jobbers Everywhere.

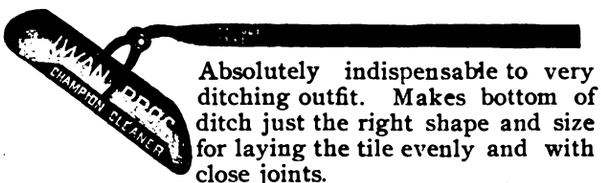
IWANS' Pat. Improved Post Hole Augers are the best on earth for fence, telephone, and telegraph post holes, wells, plumbing, earth testing, etc. IWANS' sell best wherever introduced.



IWANS' Conoavo Drain Cleanors,

For Finishing Tile Ditches. Sizes 3 to 8 inch.

Adjustable and Stationary Styles.



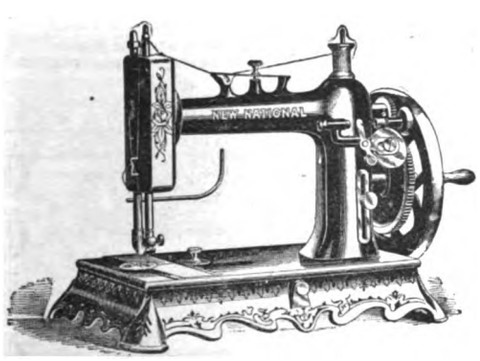
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Ask your jobber or us for prices on our complete line of Post Hole Augers and Diggers, Drain Cleaners, Hay Knives, Chimney Tops, and Conductor pipe Hangers.

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Supplied with Wooden Base and Cover when desired



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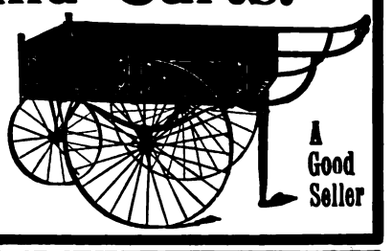
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THREE LEAF STEEL SPRINGS.
LEG FOLDS UP TO THE HANDLE. BOX WELL IRONED.
NICELY PAINTED, STRIPED AND VARNISHED.
SEND FOR PRICES.



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BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

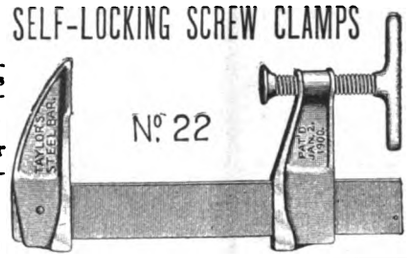
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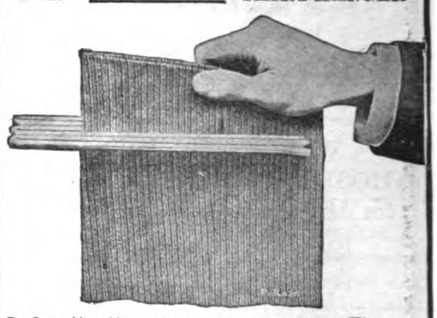
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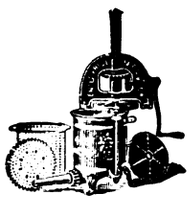
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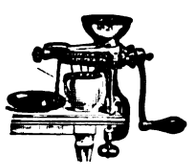
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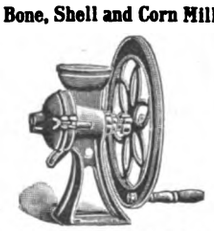
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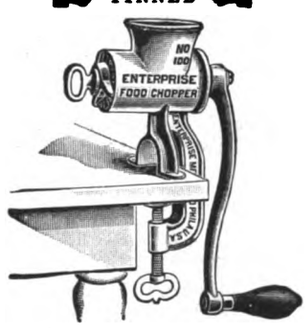
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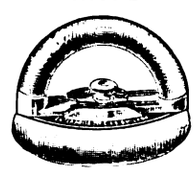
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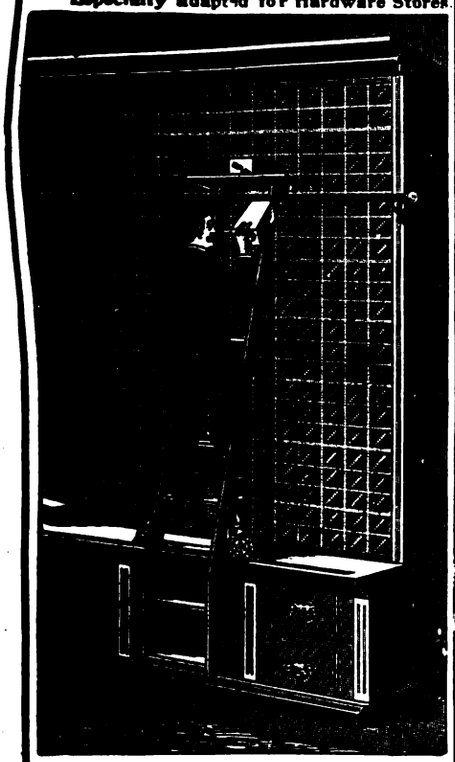
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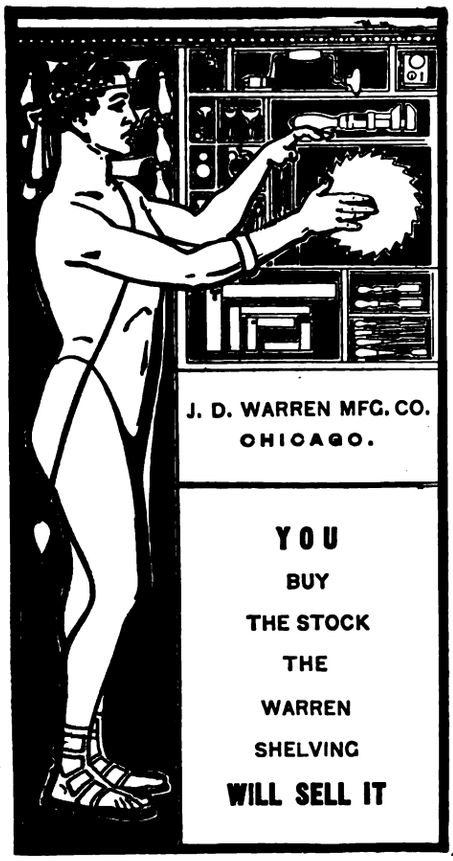
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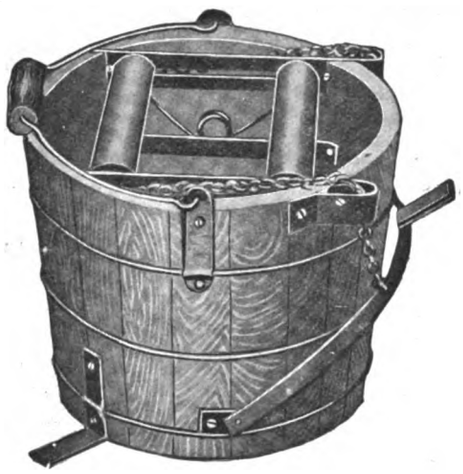
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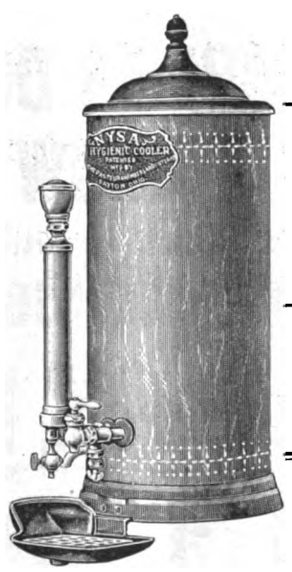
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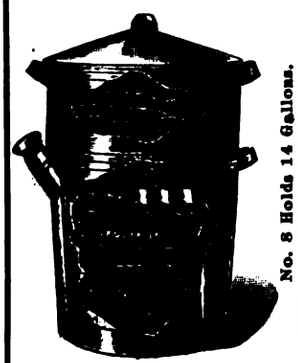
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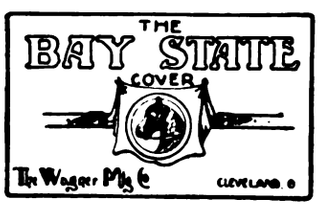
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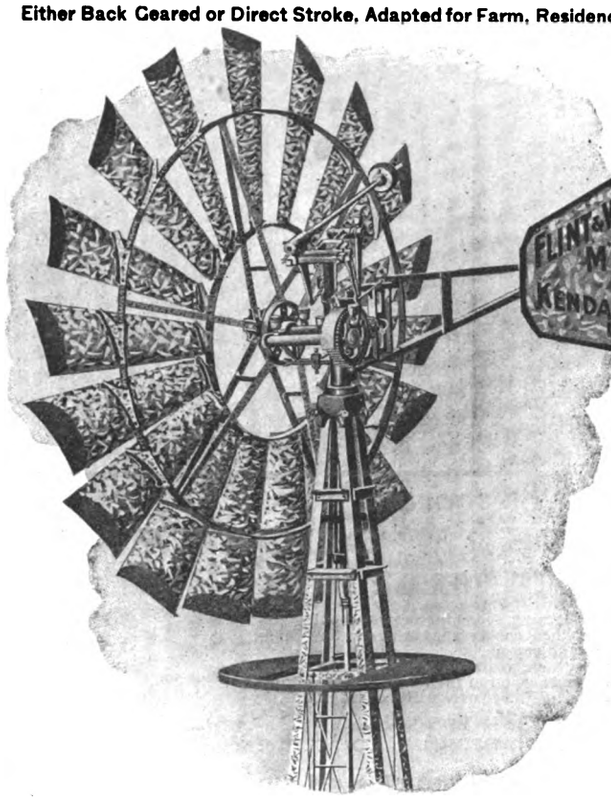
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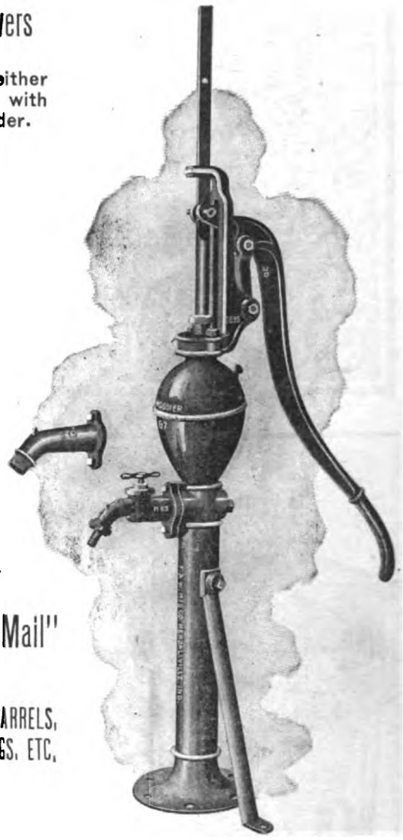
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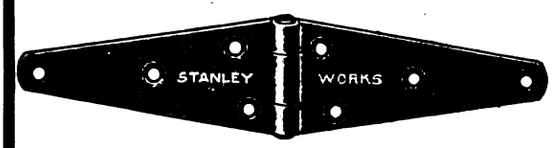
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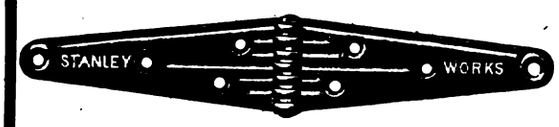
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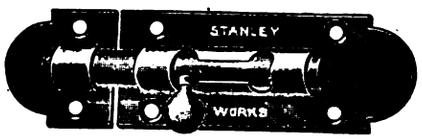
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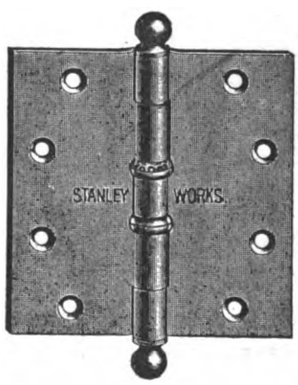
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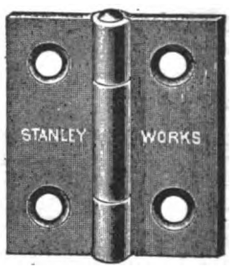


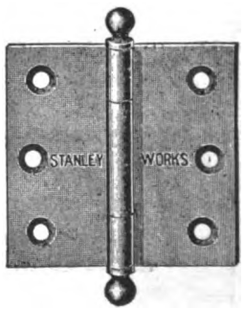






BALL BEARING HINGES.





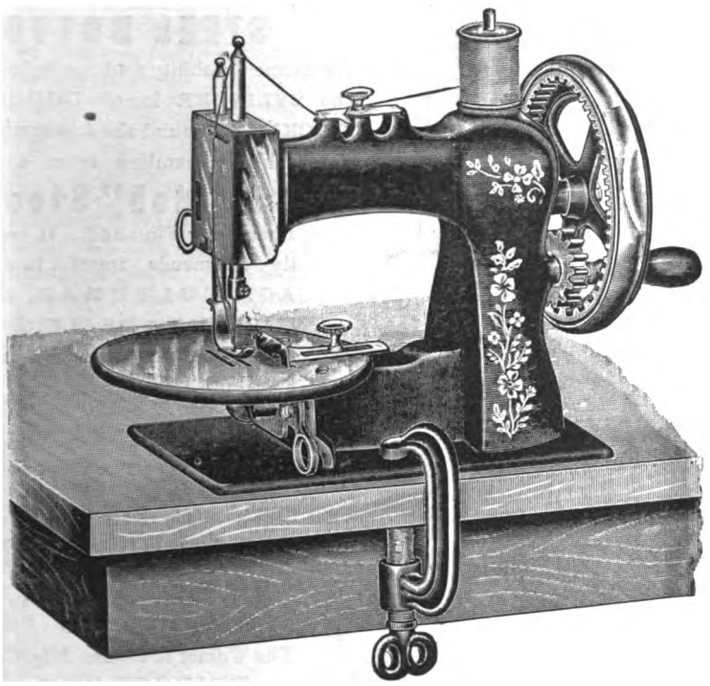
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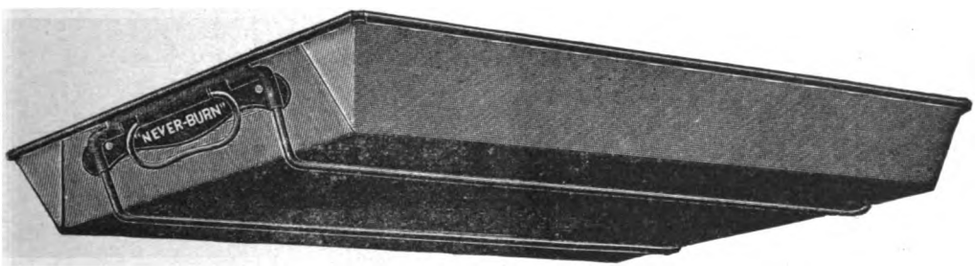
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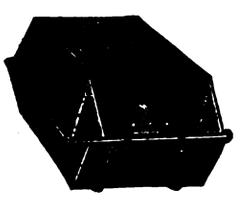
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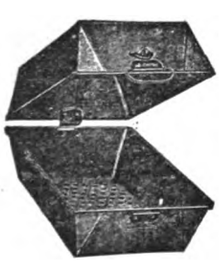
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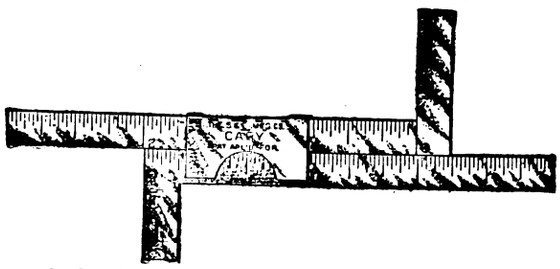
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3 inches long, and has graduations on both sides.

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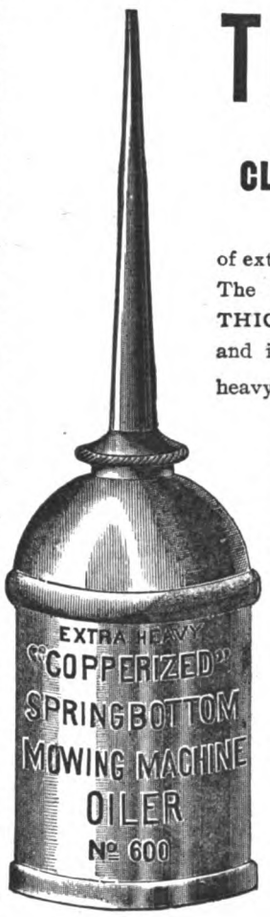
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CLOCK SPRING STEEL BOTTOM

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WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

The American Mfg. Company, manufacturers of Manila, Sisal and Jute cordage, 63-65 Wall Street, New York, report that their different mills are working to their fullest capacity. Transmission rope is one of their specialties and the orders are so many in number and so large in quantity that their present facilities for producing American transmission rope are conceded to be entirely unequal to the demand. The company have consequently placed orders for sufficient additional machinery, to double their present output.

The H. F. Brammer Mfg. Company, Davenport, Iowa, have just finished building an addition, 80x200 feet, in which they are installing three boilers, two of them being already in place. The company have also purchased a 200 H. P. Bates-Corliss engine, which has just arrived and is being put in position. Machinery from the old buildings will be removed to the new quarters in about ten days. The old plant will be utilized for finishing washing machines, and with the operation of the improvements will practically double capacity.

A new factory has just been built at Bristol, Conn., by W. L. Barrett. The main building is 96x32 feet with an extension of 15x20. Mr. Barrett will have the new factory in running order by January 1st. He will then be in a position to turn out 3500 Glass Cutters per day. It is claimed that this is the largest factory in the country as well as the best equipped for the manufacture of this line of goods.

At a meeting of the directors of the American Tap & Die Company, Greenfield, Mass., held on the 21st ult., Edward Wilbur tendered his resignation as president, which was accepted, and J. Henry Nichols, who has served as director since the organization of the company, was elected as his successor, and will have charge of the sales department. It is the intention of the company to bring out a full line of Dies, which they expect to have on the market by January 1. At the present time they are producing a full line of Machinists' Hand, Machine Screw, Pulley, Taper, Machine Nut and Patch Bolt Taps.

A circular which is being sent out by the S. M. Howes Company, 40 to 46 Union Street, Boston, Mass, indicates by its numerous illustrations the leading specialties for which they are noted in the way of Fire Place Fixtures. Among these illustrations are seen Basket and Chair Grates, Brass and Wrought Iron Andirons, Brass, Wrought Iron and Cast Iron Fire Sets, Fenders, Jamb Hooks, Bowles, Coal Hods, Brass, Wrought Iron and Woven Wood Carriers, Ash Doors, Gas Logs, Fire Place Dampers, etc.

The Union Mfg. Co., of Toledo, O., were recently re-organized and are now doing business under the name of the American Woodenware Mfg. Co. The new concern is made up of new stockholders excepting one and intends to increase more largely the capacity of its plant. A new catalogue will appear very shortly.

In an editorial notice of the One Minute Churn in our previous issue, we erroneously located the New York office of the company in Gold Street. It should have been 9 Old Slip.

The L. S. Starrett Co., Athol, Mass., has lately bought the entire fine tool business of the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., including manufactured stock, stock in process, special tools for manufacturing, and goodwill, the latter company having given up the manufacture of tools.

F. & G. Haag & Co., 170-172 Center Street, New York, have recently issued a large and exhaustive catalogue in which is exploited their line of Chairs and Furniture, which includes Koch's Hydraulic Barber Chair, Barber Posts and Signs. Mirror Cases, Combination Fixtures which are furnished in a number of different styles to suit the requirements of all, Mug Cases, Stationary and Portable Wash Stands, Looking Glasses, Coat and Hat Hooks and Racks, etc., etc., all of which are very finely illustrated, the Barber Chairs being in colors. The Haag Co. also publish a catalogue of barber supplies. Both of the above-mentioned catalogues will be sent upon request.

The Ford Auger Bit Company, of Holyoke, Mass., have recently very largely increased their facilities for manufacturing their goods. They are now occupying a floor space of 35,000 square feet. They have recently put in a large amount of new machinery including eight trip hammers and have erected an addition to their forge room. They report that their goods are in such great demand that nearly every year they have doubled their capacity of the previous year.

STEVENS "EXTREME ACCURACY."

At the Individual Rifle Championship Match for Greater New York and vicinity, which was shot on November 3d, Dr. W. G. Hudson won the championship, breaking the 50 and 100 shot records, his score being 1,154 and 2,301, respectively. Dr. Hudson used the Stevens-Pope barrel, 33 caliber. Mr. Kelly was second, using a Stevens-Pope, and Mr. Fred C. Ross, third, using a regular Stevens 32-40. Nearly all the records during the past two years in rifle contests have been made and broken with either a Stevens or a Stevens-Pope. The word "Stevens" on a rifle is considered by all expert riflemen as meaning extreme accuracy.

A HIGH ORDER OF MARKSMANSHIP.

The sport of shooting at flying or moving objects with a rifle is increasing in popularity, and several noteworthy performances in this line of sport have occurred recently.

Prominent among those who have achieved success in this direction is LeRoy Leach, whose performance at Wood Lake, Neb., on Aug. 2d was claimed at that time to be the world's record in that line of shooting. Mr. Leach shot at 1¾-inch wooden blocks, thrown into the air by two assistants. He used a 22 caliber repeating rifle and a single bullet. The targets, 1,000 in number, were thrown by W. L. Chrysler and E. Tryon. One rifle was used throughout the shooting, which was fitted with plain open sights. The score made was as follows:

Shot at	Broke	Missed
50	48	First 2
50	47	First and last 2
450	448	Last 2
450	447	First 3
1000	990	10

This performance was duly witnessed and its correctness sworn to before a notary public. Excellent though it was, it did not satisfy Mr. Leach, who assayed to hit 1,000 targets straight. On Oct. 14th he attempted and accomplished this remarkable feat. It was also done at Wood Lake. Mr. Leach shot at the same 1¾-inch targets at a distance of 20 feet. He used a repeating rifle.

At both tests he used Peters 22 short cartridges loaded with King's Semi-Smokeless Powder, and did not wipe the barrel through the 1,000 shots.

This shooting was witnessed by I. J. Leach, Oliver Hall, A. S. McNamee, and C. E. Dennis, who made affidavit as to its correctness, which was sworn to before A. C. Johnson, a notary public at Wood Lake, Nev.

Mr. Leach is county surveyor of Cherry County, Nebraska. Shooting with him is a mere pastime, and his performance on Aug. 2d was his first attempt to make a world's record.

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HARDWARE

VOL. XXVIII. NOVEMBER 10, 1903. NO. 3

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,
309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The delightful weather of the past two weeks has kept up the demand for a number of lines incidental with the prosecution of outdoor employment, with the result that the volume of general trade has been kept up at its high standard with an encouraging prospect for winter supplies as the season progresses toward the holidays with its manifold lines of special requirements demanding attention.

The natural trend of the trade movement as to prices in the future is toward slightly higher quotations on such lines as competition has forced down to a margin of profit out of proportion to the prosporous condition of the general trade. The average profit among certain lines has not been of a sufficiently remunerative character in consequence of the general movement toward increased wages among the employees; the slight changes in price of materials affecting the lines referred to, but little, if any.

The termination of the combination among shovel and spade manufacturers is regarded by the trade generally with favorable consideration; it lasted much longer than was originally prophesied and held the market in good shape; without being able to stifle aggressive competion, it gave a chance to outside makers to increase plants that will now use the open market with considerable advantage, which, while fastening and encouraging a lower range of prices, will permit of a wide distribution at a more remunerative percentage of profit.

The change in price decided upon in the Cut Nail market will have a tendency to make that staple line regain some of the lost popularity which higher quotations by comparison, did much to repress. The sale of cut nails will gradually assume a more extended distribution, when utility is not handicapped by a higher price. The change is welcomed by the trade with an earnestness that will tend to the carrying of larger stocks in the principal trade centers with the intention of keeping up an average supply.

The holiday trade is commanding attention, commensurate with its growing importance. The lines of special novelties, suitable for the season that have been added to regular Hardware stocks among the finer classes of goods, would surprise our grandfathers with their diversity and fitness for intelligent distribution. Many of these saleable special lines will be continued indefinitely, after an experience showing with what ease the trade can dispose of articles of standard excellence at a good margin of profit, although representing a grade of merit and expense involving liberal expenditures backed by a cultured demand. The handsomely fitted up stores which are now so easy of attainment from factories devoted to the manufacture of suitable shelving and attractive appliances generally, have undoubtedly done much to increase the desire to keep in stock high grade wares that sensibly catch the eye and open the pocket book.

THE DISSOLUTION OF THE SHOVEL ASSOCIATION.

The formal dissolution of the Shovel Association, which included the leading manufacturers of these important goods, has been announced. John H. Parks, the treasurer, under date of October 31, sending out a notice which reads as follows:—

> "This is to notify you that I do hereby avail myself of the right which I originally reserved, to revoke and cancel my conditional offer to you of a premium on your purchase of Shovels, Spades and Scoops, as per my printed Letter No. 1200-S.
>
> "Said conditional offer No. 1200-S, of a premium, will not apply on your purchases of Shovels, Spades and Scoops after this date."

This Association has had seven years of life, which certainly is a greater length of time than was supposed at the time of its inception. It was brought about, undoubtedly, by the fact that at the time of its inauguration the market was in an extremely unsettled condition, with reckless competition bringing the prices of the goods that were the most salable to a very unprofitable point, and the pool was agreed upon in order to correct this unsettled state of affairs. The high prices which immediately followed were not welcomed by the trade at large, but they soon got used to the fact that the prices were uniform, and enabled them to be jobbed at a correspondingly fair profit. The successive advances enabled a better average profit to be made possible, and reconciled the adverse criticism. The business of the jobbing trade was held securely by the adoption of a system of rebates, the settling of which was adverse to dealing with competing makers not in the combination. Certain lines, however, that were within reach of outside manufacturers were found to compete successfully in dividing the trade, and this naturally grew more largely as facilities by these outside manufacturers were increased until now the line of outside goods may be considered as in a good fighting condition. An effort was made recently to compel the jobbers to purchase all their lines of the associated manufacturers or else suffer a loss of some of the rebates, and this, no doubt, was the foundation of the change that was made necessary. It is important to remember that the Ames Shovel & Tool Co., having purchased quite a number of the companies in the consolidation, control a large proportion of the output, owning as they do so many of the leading brands. This particular fact, no doubt, had its bearing in making less important factors in the association anxious to do business on their own account without the restrictions that are necessary under the rules of the combine. It is also possible that contemplated litigation in regard to the recovery of disputed rebates, as well as the operation of laws of an anti-trust character producing decisions adverse to their interests, has had a bearing in bringing about this dissolution of a most important combination. The operations of the trust has brought into existence a competition of an especially aggressive description, with steadily increasing facilities, which will make low prices on smooth

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goods possible for some time to come. There is not the slightest doubt but that an irregular market for a time will ensue and the old state of affairs be brought about to some considerable extent, but this will eventually regulate itself, and the trade generally it is likely, will appreciate the fact that there is now an open market for these goods.

THE CONVENTIONS OF THE HARDWARE FRATERNITY.

The National Hardware Association commence their Convention labors on Wednesday morning, November 18th. In the afternoon it is on the programme for the manufacturers to get to work on theirs. It promises to be a record attendance; accommodations are ample; programmes possess more than the usual promise for working reforms for commercial advantage, and results cannot fail in being satisfactory. The work of the associations will extend until Friday, the jobbers bringing theirs to an end in the morning and the manufacturers theirs to a finish in the afternoon, when they will meet in fraternal conclave to witness the installation of the newly-elected officers of the Manufacturers' Association. A banquet given by the manufacturers to the jobbers will bring the festivities to a finish on Friday evening. Judging by the requests received for reservation of accommodations at the Hotel Rudolph, it is believed that the largest attendance is possible for both manufacturers and jobbers at this combined convention of any meeting so far held since organization. The committee having in charge the special train from Chicago *en route* to Atlantic City, carrying delegates and others to the conventions of the National Hardware Association and the American Hardware Manufacturers' Association, have decided to route this special train via the Lake Shore and Lehigh Valley instead of Pennsylvania Railroad, as originally planned. The reason for this change in the programme is the apparent inability of the Pennsylvania Railroad officials to give the committee definite assurance that the proper kind of equipment which the committee thought they were entitled to would be supplied. The arrangements now are that the special train will leave the La Salle Station, corner of Van Buren and La Salle Streets, Chicago, on Monday, November 16, at 2 p. m., reaching Atlantic City between 4 and 5 p. m. on the afternoon of November 17. The committee feel sure that those who participate in the trip will particularly enjoy the daylight run through the State of Pennsylvania over the Lehigh Valley road. The fare for the round trip will be one and one-third, with three days' layover after the closing day of the convention. By depositing the return part of the ticket at the Reading terminal at Philadelphia a stopover will be allowed for ten days, or, in other words, until December 4. This will enable those who desire to visit New York and other points to have ample time for these side trips. The Ringgold Band, of Reading, Pa., will accompany the party from Philadelphia to Atlantic City. The train will stop at Elkhart, Toledo and Cleveland, at which points members and guests may join the party.

MANUFACTURERS SHOULD HASTEN TO JOIN.

There will be a numerous attendance of manufacturers at the Hotel Rudolph, Atlantic City, N. J., on the occasion of the joint conventions, when the American Hardware Manufacturers and the National Hardware Jobbers have their annual pow-wow. It would seem as though every manufacturer of national importance at any rate, would be glad to enroll himself under the standard of an aggregation of ability such as is shown in perusing the roll of members of the American Hardware Manufacturers' Association. The requisites for membership are easily understood, and would seem to tempt those outside the fold by offering so much that promises to be beneficial to the clan. The following clause defines the ease with which it may be accomplished:

> "Any firm or corporation engaged in the manufacture of goods handled by the Hardware trade may, upon the recommendation of the Membership Committee and the unanimous consent of the Executive Committee, become a member of this Association upon subscribing to the Constitution and By-Laws and the payment of a membership fee of ten dollars ($10.00). No manufacturer who is also engaged in the jobbing business can become a member, nor are manufacturers' agents eligible to membership in this association."

It is the intention to waive the annual dues of $15 for those new members who send on their applications at once, so that the membership fee of $10 will be accepted as covering both.

AMERICAN AGENTS IN FOREIGN COUNTRIES.

United States Consul Halstead, Birmingham, England, writes as follows:

Having occasion to write to an American manufacturing company and not knowing the address of the London agency, I suggested that, though it might not seem worth while sending their London address to consuls, it might pay them, as they advertised extensively in American magazines, to insert the address of their London agency in their advertisements in such magazines as have a good sale in this country, and when advertising a special article quoting prices to give the prices in English money. Upon receipt of my letter this American concern wrote:

> "We beg to thank you for your information in regard to American magazines and their circulation in England, and are calling the attention of our London manager to this matter."

The London agent wrote me a letter which indicated that the communication he had received from his firm had puzzled him greatly. Replying to the agent's letter, I wrote:

> "I have only to say that I suggested to your home office that the several American magazines which are sold somewhat extensively in this market should have at the bottom of their American advertisements the address of the English agent of advertisers and quoted prices should be in English money, and having read my letter carelessly your home concern wrote me that they had 'called their English department's attention to the matter;' but as the advertisements are placed in magazines in the United States and by the home office, I have written them asking what good it would do them to call their English department's attention to the hint I had given them. This is but an instance of the many cases in which an American consul finds it difficult to be of assistance to the manufacturers of his country."

The London agent, in reply, said he was taking up the matter with the home firm, asking them to include his address in their advertisements, and intimated that my letter would assist him in getting them to do so. He concluded his letter as follows:

> "I have for many years been with our company and am constantly exerting my best efforts on behalf of their export business, which I am sorry to say so few American manufacturers understand; but I have no doubt the time will come when they will pay closer attention to the requirements of foreign trade."

SOUTH AFRICAN INDUSTRIAL EXHIBITION.

When the South Africa British and Colonial Exhibition, to be held in the Gardens, near Government House, Cape Town, in 1904 and 1905, was first planned it was decided to rule out all goods not manufactured in Great Britain or her colonies.

I inclose a copy of a letter received from the secretary, by which it will be seen that the promoters have changed their plan and have now opened this industrial exhibition to foreign exhibitors as well as to British and colonial exhibitors.

As there is such great inquiry from manufacturers in the United States for information in refernce to trade in South Africa, if this change of plan were published it might be the cause of our manufacturers sending their goods here on exhibition to increase their trade. I receive several inquiries every week, the tone of which makes it evident that many people in the United States have a very vague idea of South Africa.

I will report later the exact date of opening, which will probably be in November, 1904, to continue until about May, 1905. W. R. BIGHAM, *Consul-General.*

CAPE TOWN, CAPE COLONY, August 22, 1903.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Amount Recoverable in Action for Negligence Causing Death.

QUESTION: About a year ago, my son, a boy of fifteen years of age, was run over by a cable car in New York City and killed. I have never brought suit, but a friend has recently suggested that I do so. Kindly inform me whether there is any limit as to the amount that can be recovered in a case of this kind, and also how long I have in which to commence suit.

REPLY: Under the common law no cause of action existed to recover damages for the death of a person caused by the negligence of another. The Legislature of this State, recognizing the faulty condition of the common law, passed a statute creating a cause of action in a case of this kind, but limited the amount of recovery to $5,000. This statute remained in force for some time until the saying that under the law of this State it was cheaper to kill than to wound became quite common. This statute was superceded by our present statute, in which no amount is fixed as a limit of recovery. The period of time within which this action must be brought, under section 1902 of the New York code of civil procedure, is two years after the decedent's death.

Action to Establish a Lost or Destroyed Will.

QUESTION: My father died some time ago and we have been unable to find any will, although we are confident that he left one. We have questioned his lawyer and he says that he drew a will for my father about a year before he died. About one week after my father's death there was a fire in our house and a private box belonging to him, together with its contents, were entirely destroyed. We have always believed that the will was in this box and was destroyed. How will his property be distributed? Could the will be probated if its contents could be proved by the lawyer who drew it?

REPLY: Unless this will is proved as a lost or destroyed will and admitted to probate as such, your father's real property will descend according to the statutes of descent in force where the property is situated, and his personal property would pass according to the statute of distribution in force at the place of your father's domicile. If you can prove the contents of the will and the fact that it was either lost or destroyed after his death it may be admitted to probate, and the property would be distributed according to the terms of the will.

Estate by Entirety Not Abrogated by Real Property. Law of 1898.

QUESTION: Some years ago certain property in New York was deeded to myself and wife and to A and his wife; the deed reciting that myself and wife and A and wife took the property as tenants by the entirety. My wife has since died, and I have entered into a contract for the sale of this property. I understood at the time I received the property that my wife and I were entitled to one-half of the property and that A and his wife were entitled to the other half. The party to whom I agreed to sell my interest refuses to accept the deed executed by myself alone, upon the ground that it should be joined in by the heirs of my wife. Kindly inform me whether this is a good objection to my deed?

REPLY: It has recently been decided in the case of Price vs. Pestka, 54 Appellate Division, 60, that in a case such as you describe it is not necessary for the deed to be joined in by the heirs of the deceased party. Under the facts as you describe them, you and your wife were tenants by the entirety of a one-half undivided interest of the property deeded. Upon your wife's death her interest in the undivided share passed to you as the survivor, and no interest whatever passed to any of her descendants. This is a peculiar incident of the estate by the entirety, and in the recent authority referred to the court holds that this estate still exists in New York State and has in no way been abrogated by certain sections of the property law, which provides that every estate granted to two or more persons shall be a tenancy in common, unless expressly declared to be a joint tenancy.

Husband's Right of Courtesy.

QUESTION: For a number of years I have been a resident of the State of Massachusetts. During my wife's married life she owned considerable property in Massachusetts and in Minnesota. We have had several children, one of whom died some years ago. I desire to be informed whether or not, under the laws of Massachusetts and Minnesota, I have an estate which I understand is called courtesy, should my wife die without leaving any will? Kindly also inform me whether my wife could make a will depriving me of all interest in her property.

REPLY: As to your wife's property in Massachusetts, we are of the opinion, that if your wife dies intestate owning property situated in Massachusetts, issue of your marriage having been born, you would be entitled upon your wife's death to estate by the courtesy, which estate consists of a life interest, to terminate upon your death in all the property in this State in which your wife was possessed at any time during her marriage, of what is termed an estate of inheritance. In Massachusetts the husband's estate of courtesy cannot be defeated by his wife without his consent, nor can a wife in Massachusetts dispose of her husband's estate in her will unless he consents in writing to such will.

The laws of Minnesota differ from those of Massachusetts in regard to a husband's right of courtesy in property owned by the wife. In this State the common-law rights of a husband to an estate by the courtesy in the property of his wife, and the right of the wife to an estate of dower in lands owned by her husband, have been for some time past abolished by statute. The laws of descent in this State, however, practically make provision for the husband of a wife who dies intestate similar to the rights accorded a husband, such as in Massachusetts. Similar provision is made in the Minnesota statutes to those contained in the Massachusetts', prohibiting the wife from disposing of property which was owned by her during marriage, without the consent of her husband.

Acknowledgement Before a Notary Public.

QUESTION: I am about to enter into a contract with a man and would like to know whether any acknowledgement of the contract is necessary to make the contract valid. If any particular form of acknowledgement is used in New York, kindly inform me where I can get such a form.

REPLY: No acknowledgement before a notary public is necessary to make a contract valid. The acknowledgement of a contract before a notary public has nothing to do with the validity of the contract itself. Its purpose is to entitle the contract or other instrument to be read in evidence or recorded in a public office without other proof than signatures of the parties. This oftentimes is extremely important and it often occurs that a person trying to prove the signature of a party to a contract which is not acknowledged will find it difficult in the extreme, if not impossible. If the signature in dispute is acknowledged before a duly authorized notary public the contract only need be offered without further proof. It will, therefore, be seen that, although an acknowledgement is in no way necessary to the validity of the instrument, nevertheless every contract should be acknowledged or witnessed, for the purpose of proving the signatures should they be disputed. The form of an individual acknowledgement in use in this State is as follows: "State of New York, County of , ss: On this day of September, 1903, before me personally came John Doe, to me known and known to me to be the individual described in and who executed the foregoing instrument, and he thereupon duly acknowledged to me that he executed the same."

◆

Charles W. S. Banks, 612 Columbia Avenue, Baltimore, Md., intends opening January 1st, 1904, a "Mammoth 5 and 10 cent Bazaar," and would be pleased to receive from any of our advertisers catalogues and quotations of goods suitable for this class of trade for "spot cash only."

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RECENT TRADE PUBLICATIONS.

THE CHAMPION SAFETY LOCK COMPANY, Geneva, Ohio, in a recently issued envelope size pamphlet catalogue, exploit the merits of their Champion Germ Proof Filters. Style A is an automatic self-cleaning filter, made of brass and nickel plated; operates perfectly, cleaning the filter thoroughly, easily and quickly. The cleaner consists of a metal form which holds a strip of very hard stone extending along the entire length of the filtering tube and held against it by the automatic cleaner adjuster. In style B the filtering tube is attached to the cap and can be quickly taken out by removing the clamp. It is easily cleaned with the brush furnished and gives excellent satisfaction. Style C, the company claim, to be the best and most convenient faucet filter, and does not interfere with the regular use of the faucet. By simply turning the key of the special connection, a supply of either filtered or unfiltered water can be obtained without removing the filter from the faucet. Styles B and C are also made of brass and nickel plated. The filtering medium used is a thick, fine, porous natural stone tube, impervious even to microscopic particles of solid matter, and to all organic germs.

MORLEY BROTHERS, Saginaw, Mich., have issued an attractive folder exploiting their Blue Line of lumbering tools. Under a heading of "Facts," they state: "We make good lumbering tools. That is why we have sold so many and are going to sell more. We don't know it all and neither does any one else, even though they think they do. We have been in the business for 40 years and that experience stands back of every article that leaves our factory. We have aimed for one thing, quality, and have hit the mark. Although talk is cheap, we could not afford to put it so strong, if our goods weren't stronger." Below these remarks stands a blacksmith holding the sledge and tongs. Again, below this, is a map of the world showing where the Blue Line lumbering tools are used, which is in part of every country on the globe.

ACORN BRASS MFG. CO., Chicago, Ill., have issued a folder which might well be termed "strenuous" advertising their "M. & M." and "Doran" Mantles. The folder is one that would pay tribute to any enterprising advertiser so decided and to the point is their method of presenting facts. Their mantles are carefully made of thorium and cerium. The company state that owing to the great demand for their mantles they have recently been able to place an enormous contract for chemicals at a price which will greatly lessen the cost of manufacture. They have therefore decided to give their customers the advantage of this reduction, and, while still maintaining the same high standard for which their mantles have always been renowned, they are quoting them at very much reduced prices. Their theory is that a cheap mantle is dear at any price, and a good mantle is always the cheapest in the end.

THE OSGOOD SCALE COMPANY, Binghamton, N. Y., are the publishers of a very handsome new catalogue, of 63 pages, the cover of which is a moss green with just enough red introduced to make it attractive. The book itself is indeed a work of art, and will materially help dealers possessing one, to sell the Osgood scales of which it illustrates a splendid line. Their line of Dormant, Warehouse and Hopper scales bear the following general description in workmanship, material and finish: The woodwork including the platform, single pillar and cap, in all hardwood. The platform is seasoned oak, finished in the natural color and varnished. The single pillar and cap are finished in blue and gold striped. The double iron pillars are finished in black, and gold striped. The levers and castings are all made extra heavy, with sliding poise. The pivots and bearings throughout are of the best imported tool steel, carefully tempered. Each of the many descriptions of the Osgood scales are made, in point of excellence, on a parallel with the above scales, and everything about their scales is made in the most thorough manner, by experienced workmen.

THE LANSING WHEELBARROW COMPANY, Lansing, Mich., have sent out a very well arranged catalogue, being their No. 7-A, devoted to their wheelbarrows, warehouse trucks, field rollers, fence machines, etc., etc., also horse-pokes, hods, skids, rubber tired wheels, hand carts, etc., etc. The book contains 157 pages, and has an attractive red cover with black embossed lettering. The company carry a stock of from 4,000,000 to 6,000,000 feet of hardwood lumber which enables them to fill orders for special barrows, trucks, etc. promptly and from seasoned materials. Many of the goods shown in the catalogue the company state are not ordernarily kept in stock by the trade, at the same time a dealer may have a call for them at any time, and they suggest that it would be advantageous to have this catalogue conveniently at hand.

THE J. C. CLARK COMPANY, Inc., Portage, Wis., have recently offered to their patrons a booklet, which is a treatise on the Clark Fuel Saver, which they claim, is the greatest fuel saving invention ever discovered, and they challenge the world to produce its equal. Prof. Richter, mechanical engineer, made an exhaustive test of this fuel saver and is satisfied that it is of genuine value. He states as a result of his test: "The Clark Preheater will save a large per cent. of the fuel. The efficiency of the average steam boiler is about 60 per cent., and in the average stove it is higher. It is evident that it would be exceedingly difficult to raise the efficiency by such an amount as to save one-fourth of the fuel used. The Clark stove saves altogether about 21 per cent., therefore, it is ahead of anything now in use and as near perfect perhaps as anything can be." The booklet gives full information and description of the fuel saver and makes interesting as well as instructive reading.

THE SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass., have issued a high-grade catalogue which is descriptive and illustrative of their Ice Skates. On the first page of the catalogue is given a table showing the relative sizes of shoes and skates. The second and third pages contain an extensive telegraphic code which is a new one issued by the company for 1903, which customers are requested to use, all former codes being discontinued. One of the many excellent skates manufactured by the Winslow Skate Co. is their No. 1360 Hockey Skate, made in sizes 8 to 12 inches. The runners are the flanged model making them light but strong. They are made from welded steel and iron, hardened and tempered and highly polished. The parts are made from special cold rolled steel with polished edges. The entire skate is nickel plated and buffed throughout. Also made in all grades when ordered for ladies. For ladies' use the toe plates are narrower and the heel plates smaller than on men's skates. The company warrant every pair.

THE RICHARDS MFG. CO., Aurora, Ill., are presenting to the trade a 55-page catalogue, the embossed cover of which is extremely artistic. The catalogue is entirely devoted to Hangers of every description and fixtures for same. The Richards Mfg. Co. announce that they have made arrangements with the Richards & Sencenbaugh Mfg. Co., of Aurora, Ill., whereby they control the sale of their entire output of Door Hangers and Hardware Specialties, which, together with other goods they have added to their line, they are placing on the market. They further announce that they have associated with them J. H. Pease, H. O. Spencer, and W. H. Fitch, previously connected with the Wilcox Manufacturing Co., of Aurora, Ill., and O. N. Staley, of the Richards & Sencenbaugh Mfg. Co. They also retain the travelling salesmen formerly employed by the Richards & Sencenbaugh Mfg. Co., who will regularly visit their trade as in the past. The line of Hangers shown in the above-mentioned catalogue embodies all the leading features and improvements in Door Hangers, and it will be found a valuable help to dealers interested.

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WHAT EXHIBITS WILL PAY AT ST. LOUIS?

A rational answer to the above question depends mainly on two things: the interests to be exploited and the audience which is to be interested. First of all, the manufacturer must find some way to attractively install his wares. Experts in designing constructions for World's Fairs should be employed; for, aside from the evident advantage to the exhibitor of being able to see on paper the detail of his proposed installation, these sketches are necessary for submission to the St. Louis Exposition authorities before space will be awarded. And by this is meant, more particularly, sketches of the display of merchandise. Proper booths and showcases are important and must be shown, but the arrangement of the manufactured articles and the features incorporated with them are the most vital to the success of an exhibit. Chief Hulbert of the Department of Manufactures gives out a cut, describing and explaining what is needed to satisfy his ruling that "about sixty days before the general allotments are made each applicant will be asked to submit a sketch, ground plan, and description of his proposed installation, and the allotments (size and location) will depend upon the attractiveness of the display from an Exposition standpoint, as well as its value educationally and commercially. Special favorable consideration is assured all exhibits which consist of or include machinery in operation, to demonstrate their various functions by the actual production of the manufactured article."

Many concerns have several irons in the fire. The great



MILAN H. HURLBERT, CHIEF DEPARTMENT OF MANUFACTURES.

manufacturer is called upon to exhibit an immense line of material of infinite variety. In the rush for novelties his wares and their styles quickly change. Here, now, is a great World's Fair opening its doors of opportunity to him and his product. If he wishes to avail himself of it by making an exhibit, he must begin to prepare many months ahead. It is impossible for him to tell what his product will be at that time. Yet he must prepare a display—what is he going to do about it?

In considering this problem, the wise manufacturer will decide what the main currents of demand are in his business and what are its lasting features. The trend of the time, commercially speaking, and changes in the method of distribution are all of moment. Having considered these vital questions, the wise exhibitor will expend effort, money, taste and ingenuity on the phases of business that have come to stay. He may, of course, anticipate coming demand. In business, caution and audacity travel together. To produce a new pattern so good that competitors are forced to imitate it means, sometimes, a fortune made. The world pays a high price for originality, provided it has the capital to make itself known.

In the case of the Universal Exposition at St. Louis, all displays should be international in caste. The exhibitor at that Exposition will have to deal, not merely with the territory of the Louisiana Purchase, vast as that section is, he will meet the people of every State, Territory, and nations in large numbers. The Japs, the Hindu, the Chinaman, the Russian, the Frenchman, the Englishman, the Scotchman, the Dutchman, Germans, Austrians, Hungarians, Italians, Spaniards, Greeks, and citizens of many other nationalities will carefully examine all exhibits which are kindred to their callings. But, after all, unless the exhibitor be especially engaged in foreign trade, the American is the chief man to capture. His numbers count, and, man for man, his purchasing power excels. He is sharp-witted, too, quick to see an advantage or a defect. Have a care for him, he will be at St. Louis, millions strong, more ready to buy than ever, with less sectional prejudice and more cash than ever before.

WORLD'S FAIR NEWS NOTES.

The North American Skate League will hold its 1904 tournament on the World's Fair grounds June 11-14.

The house in which the American flag was born will be reproduced by the Betsey Ross Memorial Association. The original house yet stands in Philadelphia.

Paris telegrams say that the jewelry already listed for the French exhibits at the World's Fair amounts in value to $4,000,000 and includes one necklace worth $500,000.

The National Firemen's Association in session on September 29 at Chicago elected George C. Hale President and resolved to hold next year's meeting in the World's Fair city.

Each fruit grower of New York will be furnished with a padded barrel by the State commission to the World's Fair. The barrel will be packed by the grower and shipped to the Fair at State expense.

The T. P. A. building at the World's Fair, which will be headquarters for the commercial travelers who visit the exposition next year, is nearly finished.

The Cabildo, Louisiana's State building at the World's Fair, is enclosed, and is receiving its staff decorations. The building is an exact reproduction of the one in which the Louisiana Purchase treaty was signed 100 years ago.

Excavation for the lily and lotus lakes on the Agriculture grounds at the World's Fair has been finished. Many of the willows and hardy aquatic plants that will line the banks have been planted.

One thousand rare plants from Mexico that will constitute a part of the Mexican exhibit at the World's Fair are enroute. They will be placed in hot houses and transplanted in the gardens around the Mexican pavilion next Spring.

French exhibits at the World's Fair next year will number 5,000 against 3,000 at the Chicago Fair, and will excel in general interest and completeness any previous French display. They will include an elaborate exhibit of the Government's furniture, Gobelin and Beauvaise tapestries, Serves pottery, laces, silks, educational methods, farming, mining and other industrial exhibits.

PETERS QUALITY.

At the recent Atlanta, Ga., trap shooting tournament, Harry Hall, of Albany, Ga., made high average, breaking 163 out of 175 targets. Mr. Hall used Peters factory loaded shells.

At Millbrook, N. Y., on Oct. 16th, in a 100 target race for a gold medal and the Dutchess County championship, F. B. Stephenson with Peters Premier factory loaded shells was victorious. Mr. Stephenson was the only man to break 25 straight.

On Oct. 12th and 13th, at Mahanoy City, Pa., Neaf Apgar won high expert average and Fen Cooper high amateur average. Both used Peters Ideal factory loaded shells.

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NEW GOODS AND SPECIALTIES.

YANKEE TOOL SET NO. 100.

Among the recent additions to the line of "Yankee" specialties, manufactured by North Bros.' Mfg. Co., Philadelphia, Pa., the "Yankee" tool set No. 100 has proved to be an exceedingly popular seller wherever introduced, evidently filling a want among mechanics' tools that is at least supplied. We present an illustration of this tool set herewith. These Yankee Screw Drivers are put up in substantial and



YANKEE TOOL SET NO. 100.

well finished boxes, designed to be used by mechanics who desire to keep tools in fine order, and by gentlemen or amateur mechanics who especially appreciate tools put up in handsome sets. The box, which is very substantially made of oak, tastefully finished, contains one each of the following "Yankee" tools: No. 30 Spiral Ratchet Screw Driver, a Chuck, with drill points, eight sizes, 1-16, 5-64, 3-32, 7-64, ⅛, 9-64, 5-32, 11-64 inches, to use for drilling holes with the No. 30 Spiral Ratchet Screw Driver; a Countersink to use in the same tool. They are made in two styles: One No. 11 Ratchet Screw Driver, with blade 6 inches long; one No. 15 Ratchet Screw Driver, with finger turn on blade, with blade 3 inches long. These are the styles and sizes of "Yankee" tools most in demand, and the combination in a set covers all the usual requirements in tools for driving and drawing out screws. The tools are easily removed from box, and when it is closed are held firmly in place. The wood box is packed in an attractive paper box, and so packed weighs 3½ lbs. per set. Box measures 12½x4¼x2¾ inches.

THE "BEST YET" RIVETING MACHINE NO. 20.

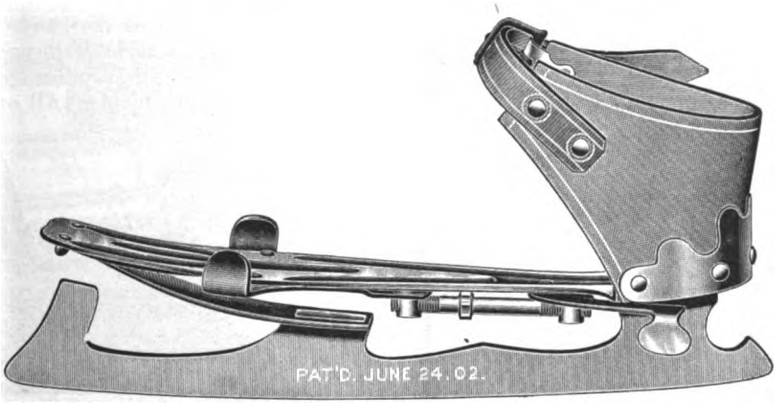
Among the riveting machines manufactured by the F. H. Smith Manufacturing Company, the "Best Yet" No. 20, of which we present an illustration, has received the commendation of the trade and achieved a merited success. It is an improvement on the "Best Yet" No. 10 machine also made by this company in the addition of a punch for punching the buckle holes. It automatically adjusts itself and will set any lengths of harness or shoe rivets, tubular or split without change of any kind. When punching for buckles a board a half inch thick is laid on the face of the anvil and placing the strop on this board by punching the lever of the machine down, the punch is forced through the leather with the greatest ease. The machine weighs 3½ pounds, the shipping weight being 55 pounds per dozen.



"BEST YET" RIVETING MACHINE.

THE "BROWNIE" SPRING ICE SKATE.

Brown Spring Ice Skate Co., Webster City, Iowa, are placing upon the market the "Brownie" Spring Ice Skate, of which we give an illustration, clearly showing its peculiar construction and practical utility. It is manufactured from the best open-hearth steel, with hardened and tempered runners; the springs are of the best crucible steel of tested and warranted quality, the skate being highly polished and nickeled throughout. These skates are provided with a novel device to adjust the toe of the skate a desired distance to the inside of toe of feet, giving it a position that is so desirable for correct and easy skating. The manufacturers claim that this improvement makes this a fast and up-to-date skate, there being no jar and no lame ankles over rough ice. Spring acts on same principle as spring-board to jumper. Drives the skater along fast and easy. Makes skating a greater pleasure and saves strength. For fancy curves, heel and toe skating, and for fast work forwards or backwards it is claimed to have no equal. The spring being located at the forward part of the skate, increases or softens the action of the skater as he or she ends the stroke, in accordance with the will of the skater.

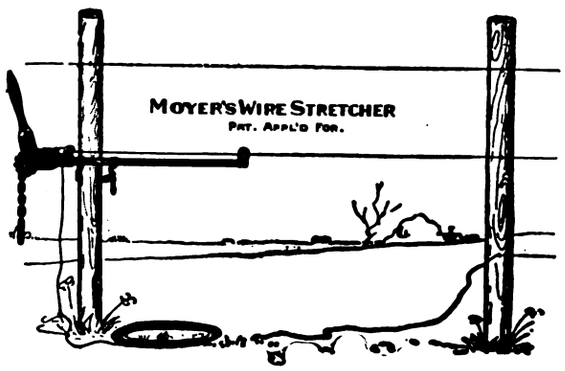


"BROWNIE" SPRING ICE SKATE.

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MOYERS WIRE STRETCHER.

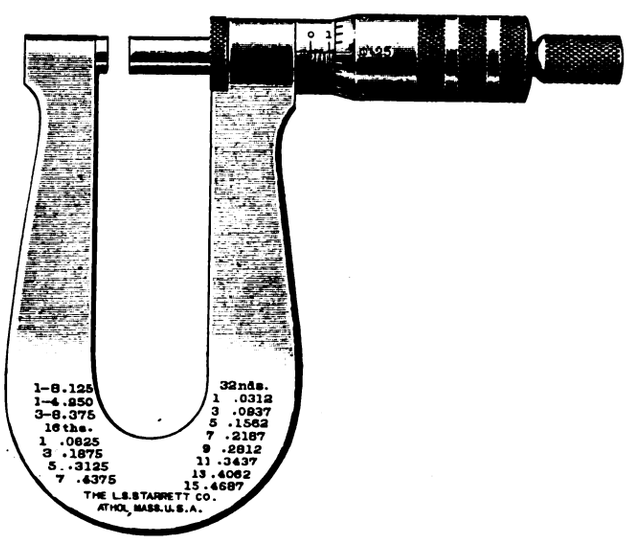
Moyers Wire Stretcher, of which we give an illustration in the course of this article, is a specialty that is made and marketed by the Wood Brothers' Steel Self-Feeder Co., of Des Moines, Iowa, which among the many similar appliances before the trade, presents commendable features that would interest the builder of wire fences. Among its many advantages may be mentioned: It pulls the wire ten inches past the post. Being an absolutely new device for splicing broken wire, the user splices the wire and then stretches the



splice, and the wire, it is claimed, will be found as tight as it was before the break. There is no loose wire after removing the stretcher. The new roller clutch prevents slipping on the wire. It is claimed to be just the thing for woven wire fences, having five times the leverage of the ordinary wire stretcher. This new appliance is sold entirely on its merits under a positive guarantee. Full particulars will be furnished on request by addressing the manufacturer at above address.

MICROMETER SHEET METAL GAUGE NO. 222.

Among the many valuable tools which form the product of the factories of L. S. Starrett Co., Athol, Mass., an important one is the Micrometer Sheet Metal Gauge No. 222, which we illustrate herewith. This gauge has 2 inch depth of throat to reach over the edge of sheet metal to gauge its thickness nearer the center. Has ½ inch movement of screw. The screw is covered by a patent shell with its indicator



MICROMETER SHEET METAL GAUGE, NO. 222.

mark, which enables one to take up wear to a nicety and insures a correct reading, the anvil remaining solid. It also has a patent ratchet friction feed, which insures uniform pressure against the work without springing the frame, as well as a patent lock nut to lock the spindle firm when desired to make a solid gauge. Decimal equivalents are stamped on the frame (except those reading in the Metric system. Weight of gauge, 3 ozs.

THE UDELL MEDICINE CABINET.

The Udell Works, Indianapolis, Ind., are the manufacturers of the Medicine Cabinet No. 130 of which we present an illustration, and which they are placing upon the market through the House Furnishing and Furniture trade. Specialties of this exclusively family character are being gradually added with others of similar utility by the Hardware trade, as being up-to-date goods that meet with ready recognition



UDELL MEDICINE CABINET NO. 130.

when handled by intelligent salesmen. This is a unique piece of furniture, well made, and wherever introduced has met with success in the introduction thereof. It is made in the modern woods, such as G. O. and Antwerp Oak, also weathered oak. It is 23 inches high, 19 inches wide and 8 inches deep. Has an artistic glass on doors 6x14 inches each, and is altogether an attractive addition to the household necessities.

A NEW SWEEPER, "NATIONAL QUEEN."

We show herewith an illustration of the National Sweeper Company's new sweeper, "National Queen," Roller Bearing, which they claim to be the handsomest carpet sweeper produced. The box is made of the choicest three-ply veneers, Hungarian ash, figured walnut, figured mahogany, curly birch and bird's eye maple. All of the trimmings of this



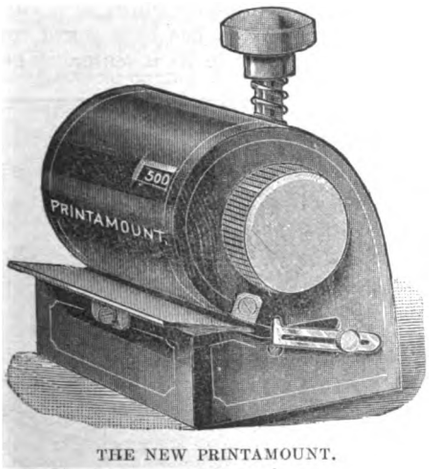
THE "NATIONAL QUEEN" SWEEPER.

sweeper are duplex plated, giving the parts not only a more permanent lustre but a much higher finish. Another new feature of this sweeper, "National Queen," is the method of packing. Each sweeper is placed in one of the National Sweeper Company's patented cartons of a special design. The carton is printed in five colors, and makes a very striking display, and makes it an especially desirable sweeper for the holiday trade.

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THE NEW PRINTAMOUNT.

One of the latest devices which has been invented for the protection of bank checks, the latest and seemingly the most perfect, is the New Printamount, which is manufactured by the Wesley Mfg. Co., 31 Beekman Street, New York, and is



THE NEW PRINTAMOUNT.

capable of making forty combinations reading similarly to this line, only differing in the amount:—

NOT OVER FOUR HUNDRED FIFTY $450

The Printamount presents an ornamental appearance on the desk or counter of banking house or mercantile establishment, being handsomely japanned with nickeled trimmings. They are marketed at $12 each, and are a valuable addition to financial safeguards.

RELIANCE WICKLESS OIL STOVE.

The Reliance Wickless Blue Flame Oil Stove, herewith illustrated, is manufactured by the Shelby Stove & Mfg. Co., Shelby, Ohio. They claim for them a great many points of superiority which ought to interest dealers and which should make them very easy stoves to sell. In the construction of all of their stoves they use only the best of materials, such as



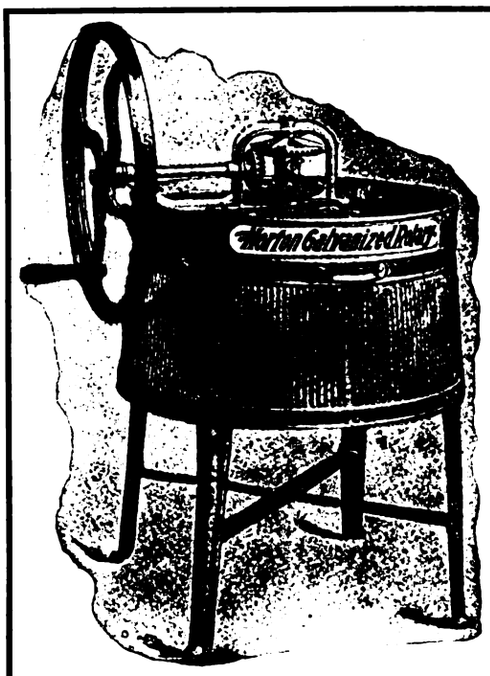
"RELIANCE" WICKLESS OIL STOVE.

galvanized malleable fittings, best black wrought pipe, two-pass cold rolled sheet steel, full brass angles and stand pipes. The burner proper is made of but two pieces of solid sheet brass. They are very simple in construction with the number of vital joints reduced to a minimum. There are but six joints in the burners and feed pipe. The construction of their stoves is stronger yet lighter than others. The sub-tank is substantial and neat. The burner is entirely enclosed, top and bottom, admitting only sufficient air for proper mixing. The valve has no abrupt angles, and sediment cannot clog the valve seat. Burners may be easily cleaned; when burning, the flame responds instantly to the slightest movement of the valve, operating light gas. The burners are quickly regulated and are absolutely fool proof. The burners have a beautiful blue flame and perfect combustion. They have no odor and do not smoke. Their factory has a capacity of 50,000 stoves a year. They have recently made the third large addition to their buildings and have also installed an immense amount of new and expensive machinery. They are prepared to make prompt deliveries of all orders. The manufacturers state they will be glad to send catalogues and information to dealers upon request.

NEW ADJUSTABLE WRENCH.

With a large share of the machinery which is used in our manufacturing industries the builders furnish special wrenches, which will only fit nuts of a certain size and are intended to be used in connection with the one machine. These, of course, need no adjusting to fit the nut, and, being ready for instant use, are a great convenience and save time for the machinist. But there are many instances in the every-day work of the machinist, and some other classes of labor, also, where a wrench which can be rapidly set to any necessary size will prove a great advantage to the man who is handling it. The usual form of wrench requires the turning of a thumbwheel several revolutions to vary the distance between the jaws even a quarter of an inch, and there can be no movement of the jaw without turning this screw. Here is a wrench which has the movable jaw perfectly free to slide from closure to its widest opening, only coming to a stop wherever the cam block is set. This cam block rests in the centre of the slotted handle, and is so pivoted that its edge is eccentric to the pin on which it revolves. Whether the block is tilted to stop the jaw close to the fixed head or to allow it to slide freely the whole length of the opening, the cam block engages the rear of the jaw in such a manner as to afford a strong support for the movable jaw. It requires no rotation of adjusting screws, but only a simple turn of the block and a sliding movement of the loose jaw to set the wrench, which probably has quite as much expansion as the majority of light wrenches in common use.

Elisha F. Hirst, of Richmond, Ind., is the inventor.



THE LATEST CREATION IN WASHING MACHINES

THE HORTON GALVANIZED ROTARY WASHER NO. 9

Built of steel throughout and heavily galvanized.
Lighter and stronger than wooden machines.

IT SPEAKS FOR ITSELF

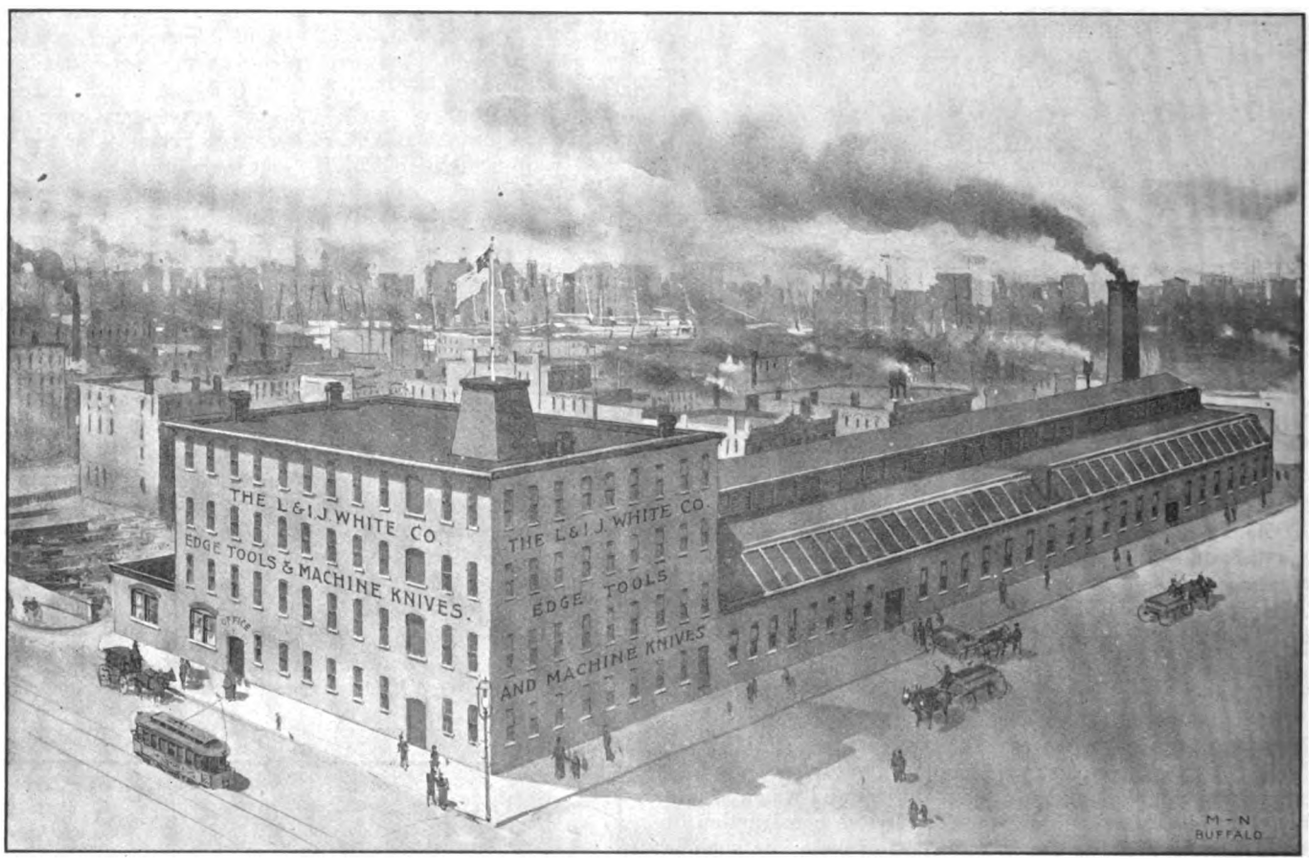
For sale by all jobbers.
Send for catalog of our complete line.

HORTON MFG. CO.
FT. WAYNE, INDIANA

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L. & I. J. WHITE CO.

In our last issue we referred to the increasing assortment shown by the new catalogue and price list of the L. & I. J. White Co., Buffalo, N. Y. Referring as we did to the facilities afforded by their modern and up-to-date plant equipped with every possible labor-saving device that would give prestige to their perfect production, we unintentionally omitted an engraving showing the extent of this plant, and take pleasure in presenting it at this time.



PLANT OF THE L. & I. J. WHITE CO., BUFFALO, N. Y.

KOHLER SHOVELS AND SPADES.

F. E. Kohler & Co., in order to keep pace with the demands made upon their shovel department, have been compelled to install a 50-H.P. gas engine as well as a number of other improvements designed to facilitate the work of producing smooth goods. Meeting better success than they anticipated, considering the strenuous opposition of the associated shovel makers, they propose increasing the line gradually and will have several grades which they are confident will be considered equal if not better than others for the money.

MONEY IN TRIFLES.

They Looked to be of Small Consequence, but They Have Made Fortunes for Those That Conceived Them.

The Patent Office records are full of trifling suggestions that have won riches for lucky thinkers. More than half of them have been hit upon by accident. Most thoughts are blanks in the lottery of the human mind, but now and then out pops a prize. Catch it on the fly and you needn't do any more work.

For example, take a little metal paper-fastener, used to keep the pages of documents or manuscripts together. Though but a trifle, it made wealth for J. W. McGill, who invented it in 1867. The rubber pencil tip was devised by a Philadelphia man, Hyman L. Lipman, in 1858. It earned $100,000 for him. It was in the same year that George A. Mitchell got a patent for the metallic shoe-tip. His application for exclusive rights covered shoe-tips of silver and all other metals, but copper was preferred. From that time on every bootmaker who sold shoes with copper toes had to pay a royalty, which enriched the originator of the idea. An immense amount of money was made by William D. Ewart out of an improved attachment for machine harvesters, called a "drive-chain."

A number of years ago an improved pattern of thumb latch was produced by Philos, Eli and John A. Blake, of New Haven. Thirty thousand were sold during the first year and the brothers reaped a small fortune. It is reckoned that $1,500,000 has been made out of the simple device of metal plates for protecting the heels and soles of shoes and boots. No less than 143,000,000 of them were manufactured as far back as 1887. The notion of utilizing the feathers of chickens, turkeys, geese and other domestic fowls, as a substitute for whalebone in women's corsets, has been worth more than a fairly productive silver mine to its inventor. The quills are woven into strips of what is called "feather-bone." A man named Canfield first conceived the idea of making arm-pit dress shields seamless, with a sheet of cloth-covered rubber. It brought him an income of many thousands a year.

A Mr. Heaton, who hit upon the notion of a metal fastening for buttons, doing away with sewing got a fortune by it. A wooden screw proved a mint for Thomas J. Sloan in 1846. The man who invented wooden pegs for shoes was B. F. Sturtevant. He liver near Boston and went crazy later on. The barb wire fence after a fortune spent in litigation was worth more than $1,000,000 in royalties to its originator.

Formerly many eggs got broken on their way to market by rail. A countryman conceived the plan of packing them in trays of pasteboard, with a separate compartment in which each egg might stand upright. The happy thought was worth a fortune, and such trays are now universally used. An ingenious Chinaman of San Francisco named Cheang-Quan-Wo made quite a pile of money out of a gusset for reinforcing the pockets of overalls. A miner was equally lucky with an eyelet to be sewn at the mouth of the coat or trousers pocket, so as to resist the strain caused by carrying heavy tools or pieces of ore.

There was a fortune in the adoption of the inverted glass bell hung over a gas-jet to prevent the ceiling from being blackened. Big money has been made out of a pen for shading in different colors and a "darning weaver" for repairing stockings has likewise been immensely profitable. The ball-and-socket glove-fastener was patented in this country by a Frenchman named Raymond, whose idea has proven golden in results. Rogers got an independence for life out of his screw wire-nail. A common needle-threader has brought an income of $10,000 a year to its inventor. Patents for gold, silver and copper tinsel yarns for upholstery have fetched a profit of $375,000. A peculiar crook in the wire of a patented hook-and-eye has produced hundreds of dollars a

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day. The roller-skate earned a cool million for the person who first caught the idea as it floated in his brain and put it into tangible shape.

A self-made millionaire was quoted a while ago as saying that one of the best ways for a young man to make money quickly was to rack his brains until he found something the public wanted, and to supply it. Common sense may be more useful to the inventor than a mechanical education. In using bath-bricks for cleaning knives, housewives found that the most troublesome part of the job was scraping the powder from the brick. One day it occurred to somebody to sell the brick ready powdered in neat packages, and he got a fortune by it. Everybody knows how troublesome it is to pick coins off a smooth counter. A way to get over this suggested itself to a thoughtful person, who promptly devised a rubber mat, with rubber bristles standing up all over it. From this the coins can be picked up as easily as if they stood on edge. Henceforth this thoughtful person will not be compelled to toil for his livelihood.

Few inventions pay better than patented toys. The "return ball" with a rubber string so often referred to earned an income of $50,000 a year for the individual who struck the notion. Two playthings that go by clockwork—the walking alligator and the "dancing nigger"—have each won a large fortune. The "Pigs in Clover" were worth thousands of dollars a week while their popularity lasted. Those odd little fireworks called "Pharoah's Serpents," which excited attention as a novelty some years ago, put $50,000 into the pocket of their originator. The idea was suggested by certain chemical experiments. That ingenious plaything known as the "Wheel of Life" is supposed to have netted $100,000. The familiar "Chameleon Top," which gave such pretty play room lessons in the composition of colors, was another very profitable toy.

Formerly inventions were nearly always made hap-hazard. People hit upon them accidentally. Now the discovery of new ideas in mechanics is a profession. The inventor is a skilled man, employed by a firm of manufacturers with the understanding that all his inventions shall belong to them. The Westinghouse Company, among others, for example, used to pick up trained electricians all over the world, set them to work, and give them every convenience for producing new industrial applications of electricity. These salaried inventors are excellently paid. Electricity is the great field for invention, even now.

The patented devices utilized in shoe-making are more numerous and more valuable than those employed in any other industry or art. This country turns out 1,000,000 sewing machines every year, and these do the work of 12,000,000 women. Mr. Platt, speaking in the United States Senate, said two-thirds of the wealth of the United States in the last century was due to patented inventions. Few known fortunes at the time exceeded that of Cyrus McCormick, inventor of the machine harvester, who died worth $20,000,000.

✤

On the strength of a statement in the *Railway Review* it is safe to say that cast iron weighs 444 pounds to the cubic foot, and a one inch square bar will sustain a weight of 16,500 pounds; bronze, weight 525 pounds, tenacity 36,000; wrought iron, weight 480, tenacity 50,000; hard "struck" steel, weight 490, tenacity 78,000; aluminum, weight 168, tenacity 26,000. We are accustomed to think of metals as being stronger than wood, and so they are, generally speaking, if only pieces of the same size be tested. But when equal weights of the two materials are compared it is then found that several varieties of wood are stronger than ordinary steel. A bar of pine just as heavy as a bar of steel an inch square will hold up 125,000 pounds; the best ash 175,000 pounds and some hemlock 200,000 pounds. Wood is bulky. It occupies ten or twelve times the space of steel. The best steel castings made for the United States navy have a tenacity of 65,000 to 75,000 pounds to the square inch. By solidifying such castings under great pressure a tensile strength of 80,000 to 150,000 pounds may be obtained.

NINTH ANNUAL CONVENTION OF THE NATIONAL HARDWARE ASSOCIATION.

The following is the complete programme as arranged for this convention:—

PROGRAM

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NINTH ANNUAL CONVENTION
NATIONAL HARDWARE ASSOCIATION
ATLANTIC CITY
NOVEMBER 18th, 19th, 20th, 1903.

———oOo———

Wednesday, 10 A. M.

Open Session—Manufacturers, Members of the Press and Ladies are invited to be present.
Singing—"My Country 'tis of Thee."
Opening Remarks—Mr. R. A. Kirk, President.
Prayer—Reverend John R. Davies, D.D., Bethlehem Presbyterian Church, Philadelphia.
Address of Welcome—Hon. Franklin L. Stoy, Mayor of Atlantic City.
Introduction of Officers—Canadian Wholesale Hardware Association.
Roll Call.
President's Annual Address.
Secretary-Treasurer's Report.
Collocution—"Jobbers' Association as Viewed From an Outside Standpoint." Chas. F. Smith, President Landers, Frary & Clark, New Britain. W. R. Walkley, of Peck, Stow and Wilcox Co., New York. J. C. Birge, of St. Louis Shovel Company, St. Louis, and others.

Wednesday, 2.30 P. M.

Executive Session.
Report of Executive Committee.
Report of Membership Committee.
Report of Transportation Committee.
Report of Grievance Committee.
Report of Press Committee.
Report of Metal Committee.
Report of Heavy Hardware Committee.
Report of Entertainment Committee.
Miscellaneous Business.
Meeting of Those Interested Especially in Heavy Hardware, 5.30 P. M.
8.30 P. M., Smoker—Tendered by Mr. Charles R. Meyers, Proprietor Hotel Rudolf. Talent through courtesy of Hardware Merchants' and Manufacturers' Association of Philadelphia.

Thursday, 10 A. M.

Executive Session.
Consideration Committee Reports.
Miscellaneous Business.
Adjournment.

Thursday, 2.30 P. M.

Members of National Hardware Association are invited to attend meeting of American Hardware Manufacturers' Association, subject of which will be "Should Hardware Manufacturers Sell to Other Than Legitimate Jobbers?"
8.00 P. M., Concert—Ringgold Band, of Reading, Pa.
10.30 P. M., Reception and Dance.

Services of the Ringgold Band, of Reading, Pa., during the Convention are through the courtesy of the Reading Hardware Co.

Friday, 10 A. M.

Executive Session.
Discussion of Special Committee Reports.
Election of Officers.
Miscellaneous Business.

Friday, 2.30 P. M.

Executive Session.
Selection of Seat for Next Convention.
Miscellaneous Business.
4.00 P. M. Doors Will be Opened.
Installation of Officers Will Occur in Open Session.
8.00 P. M., Banquet—Tendered by American Hardware Manufacturers' Association.

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AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

The programme which has been arranged by the officials of the American Hardware Manufacturers' Association is as follows:

Wednesday Morning.

Opening Session of the National Hardware Association; (Members of the "A. H. M. A." especially invited to attend.)

Wednesday Afternoon.

Opening Session of the A. H. M. A.—Open to all manufacturers.

President's Address.

Reports of Officers and Committees.

Announcement of the Nominating Committee.

"Work of the Postal Progress Association," by James L. Cowles, secretary of the New York Postal Progress League.

Wednesday Evening.

A "smoker" given by the Hotel Rudolf, complimentary to the convention. Entertainment during the smoker will be furnished by the Hardware Merchants' and Manufacturers' Association of Philadelphia.

Thursday Morning.

Executive Session (strictly executive and open to members only.)

"What Are We Here For?" by Wm. M. Pratt, Greenfield, Mass.

"Transportation," by D. H. Goodell, Antrim, N. H.

"Packing Small Orders For Direct Shipment—Should An Extra Charge Be Made?" Edwin A. Walton, Cleveland, O.

General discussion of these subjects by the members.

Thursday Afternoon.

Executive session, to which members of the National Hardware Association are especially invited.

Subject, "Should Hardware Manufacturers Sell to Other than Legitimate Hardware Jobbers?" opened by an address by W. S. Wright, of the Wright & Wilhelmy Co., Omaha, Neb., who will present the jobbers' views in the matter.

Thursday Evening.

A musicale at the Hotel Rudolf.

Friday Morning.

Executive session.

Election of Officers.

Miscellaneous Business.

Friday Afternoon.

Open meeting of the National Hardware Association for installation of the newly elected officers. Members of American Hardware Manufacturers' Association will attend.

Friday Evening.

A banquet given by the A. H. M. A. complimentary to the visiting jobbers.

Secretary F. D. Mitchell, whose official address is 482 Bourse Building, Philadelphia, will have his headquarters during the proceedings of the convention at Hotel Rudolf, Rooms E and P.

Secretary Mitchell, in a recent letter, makes the following statement anent the prospects of the convention being the most successful they have yet accomplished:

> "The requests already received for reservation of accommodations at the Rudolf assures the largest attendance of both manufacturers and jobbers—and ladies—of any convention in the history of either association; it will be noticed that the days are wholly given over to *business* and the evenings to high-class entertainment. Efforts are making to secure some very prominent speakers for the banquet, and a very profitable, enjoyable and enthusiastic meeting is assured for all whose membership entitles them to *hear* the discussions.
>
> "A printed index will be distributed, corresponding with the numbered buttons furnished all members of both associations who have signified their intention of attending the convention. While this is primarily designed for 'identification purposes' for those who may be attending our meetings for the first time, this little booklet will prove valuable in many ways after the return from the convention—to refresh the memory on subject of conversation during the occasion, to recall addresses of other than principals, to record distribution of souvenirs and develop omissions, to indicate attendance at roll call, and a convenient 'vest-pocket' indexed memorandum book in which to jot down brief notices of matters to be taken up after return from the meeting."

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED OCT. 19, 1903.

350,935. WRENCH, J. G. Leslie, Oregon, Ill.

350,966. SAD IRON CLEANER, Mary H. Barnes, Binghamton, N. Y.

350,978. BOSOM BOARD, J. F. Gregson, Wellington, Kans.

350,991. HAIR CLIPPING MACHINE, J. K. Priest, Nashua, N. H.

351,039. COMBINED HAMMER AND PLANER, C. Brent and A. Lang, Mount Vernon, Ohio.

351,098. DAUBER FOR BLACKING BRUSHES, M. M. Desau, South Framingham, Mass.

351,151. VISE, R. Beachman, Lyons, N. Y.

351,158. DOOR CHECK, I. Brechner, Waterloo, Iowa.

PATENTS EXPIRED OCT. 20, 1903.

741,673. DOOR CHECK AND FASTENER, A. Kalb and A. A. R. Berger, New York, N. Y.

741,674. COMBINED DOOR CHECK AND LOCK, A. Kalb and A. A. R. Berger, New York, N. Y.

741,709. FINGER NAIL TRIMMER, J. Petrelli, New Haven, Conn.

741,737. TROCH, R. Thayer, Philadelphia, Pa.

741,872. STEP LADDER, J. A. Ashley, Yuba City, Cal.

741,990. PULLEY FOR METALLIC WINDOW FRAMES, W. D. Watson, Chicago, Ill.

PATENTS EXPIRED OCT. 26, 1903.

351,418. FURNITURE CASTER, V. A. Whitney, Waltham, Mass.

351,423. DUST PAN, T. D. Brown, Oakland, Cal.

351,424. MOTH & DISINFECTANT PAPER, W. H. H. Childs, New York, N. Y.

351,457. DOOR SPRING, J. McDonald and J. P. Courtney, Brooklyn, N. Y.

351,463. FLAG & OTHER POLES, ETC., W. R. Pitt, Brooklyn, N. Y.

351,469. SPRING HINGE, A. Schweinfurt, Philadelphia, Pa.

351,523. FISHING FLOAT AND CONNECTION THEREFOR, E. F. Pflueger, Akron, Ohio.

PATENTS ISSUED OCT. 27, 1903.

742,213. FASTENER FOR TOOL HANDLES, J. F. McCullum, New York, N. Y.

742,218. CASTER & SOCKET, B. H. Noelting, Nebraska City, Nebr.

742,371. EAVES TROUGH HANGER, H. E. Adams and H. E. Mulvey, Ashtabula Harbor, Ohio.

742,418. CAN OPENER, R. O. Hammond, Buffalo, N. Y.

742,692. SAFETY GUARD FOR RAZORS, A. A. Lux, St. Paul, Minn.

PATENTS EXPIRED NOV. 2, 1903.

351,751. COMBINED SCREW HOLDER AND DRIVER, W. E. Douglas, Columbia City, Ind.

351,777. BROOM SHIELD, S. Kellogg, Buffalo, N. Y.

351,787 POCKET KNIFE, G. W. Miller, Meriden, Conn.

351,791. LAWN MOWER, C. H. Paxson, Springfield, Ohio.

351,936. PIVOTAL SUPPORT FOR SASHES, L. Pfingst, Pullman, Ill.

PATENTS ISSUED NOV. 3, 1903.

742,859. DUST PAN, P. H. Gross and A. Peterson, Minneapolis, Minn.

742,876. LOCK FOR DOUBLE DOORS, J. E. Keverline, Coalhill. Pa.

742,002. RAPID FIRE PISTOL, W. B. Knoble, Tacoma, Wash.

743,007. SAFETY GAS BURNER, A. L. Lovejoy, Lowell, Mass.

743,183. TACK PULLER, W. C. Miller, Pittsburg, Pa.

743,318. NAIL PULLER, E. H. Norris, Cedar Rapids, Iowa.

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INDIA OILSTONES

India Oilstones are as nearly perfect as an Oilstone can be.

They are of uniform grain throughout assuring an even working surface at all times.

They are manufactured in coarse, medium and fine grades; all shapes and sizes, which adapts them to every class of work.

They cut faster and wear longer than any other oilstone on the market.

India Oilstones are sold by leading tool dealers the world over.

Manufactured by

Norton Emery Wheel Co.

Please Notice—We have a complete line of Arkansas, Washita, Queer Creek and Hindostan Oilstones; also Scythe Stones, Razor Hones, Knife Sharpeners, etc. You can cover your complete requirements in the sharpening stone line with one order placed with us.

Sole Selling Agents | INDIA FOR OILSTONES.

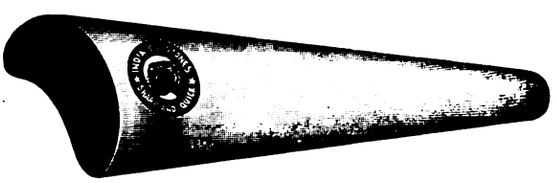
The Pike Mfg. Co.

Pike, N. H., U. S. A.

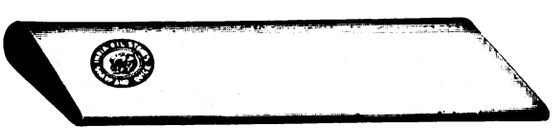
SHARPENING STONES FOR EVERYTHING THAT HAS AN EDGE.



Regular India Bench Stones



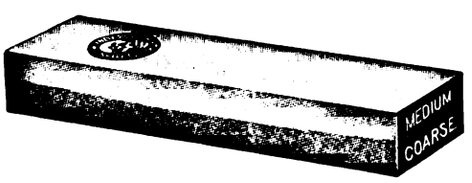
India Gauge Slip



India Round Edge Slip



India, Mounted in Wood Box

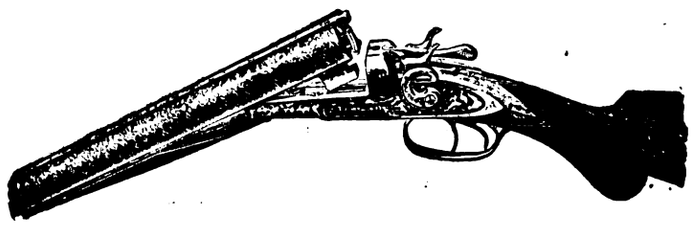


Combination India



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Remington



Double, Hammer Guns retailing at $20-$23-$25, are preferred because of their wearing and shooting qualities.

THEY HAVE THE REPUTATION OF

"STANDING THE RACKET."

This reputation and the advertising behind them make them easy to sell,-- and they stay sold.

Remington advertising material sent to dealers on request.

The REMINGTON ARMS CO.,

313-15 BROADWAY
New York.

86-88 FIRST ST.
San Francisco, Cal.

THE BLUE BOOK.

The "Iron and Hardware Mercantile Agency," 320 Broadway, New York and 157 Federal Street, Boston, Mass., has just issued its "Blue Book" which is a Reference Book of Credits, confined exclusively to the following lines in the Metal Trades, viz: Hardware, Iron, Metals, Machinery, Foundries, Plumbers, Steam and Hot Water Heating, Blacksmiths, Wagon and Carriage Makers, Agricultural Implements, Sporting Goods, Stoves, Tin, House Furnishing Goods and Mill Supplies who buy direct from the trade. This "Blue Book" is published in March and September of each year and is the most complete and reliable Reference Book of Credits for the above mentioned lines of trade that time, a vast expenditure of money—coupled with the united efforts of a large force of experienced Agency men, can make it. It contains about 400,000 names, conservatively rated as to capital and shows how dealers pay their obligations, whether prompt, medium, slow, or "Sell only for cash." The "Blue Book" is issued in a convenient and condensed form, omitting 1,000,000 useless names in outside lines with which the trade have no dealings whatever. For years the Iron and Hardware Mercantile Agency have been regarded as the credit specialists for the Hardware, Iron and Metal Trades, believing that to specialize these analogous lines of business enumerated above, is to concentrate the necessary information; thus making the office records full, complete and up-to-date, concerning every firm in every branch of the metal industries. All their efforts are devoted exclusively to reporting on the availability for credit of this one branch of trade. Their written reports are of a most thorough and exhaustive character, containing not only the class of information usually supplied by the ordinary agency reports, but in addition they give on request the actual business experience of other creditors with the party you wish to know about; the largest amount of credit they have extended at any one time; the number of years dealt with; their record for paying obligations, and much other valuable information which the creditor should have, if he does a safe and conservative business.

SUCCESSFUL PAVING METHODS.

The Warren Brothers Co., Postal Telegraph Building, New York, and 93 Federal Street, Boston, are distributing at the present time an interesting pamphlet of 16 closely printed pages under the above title, devoted to the exploitation of the Bitulithic Pavement and its licensed companies engaged in its distribution and successful maintainance. This extremely convincing pamphlet is a reprint from the Municipal Engineering Magazine of August, 1903, published at Indianapolis, Ind. It forms a complete history of the pavement referred to, including the various patents obtained in connection with it, all of which makes information of the most readable character for everyone interested in the extension and application of an improved pavement. The pamphlet which graphically describes the process of manufacture, the methods of application and other interesting particulars, presents portraits of those composing the company who manufacture it, and the heads of departments and managers in the different States, showing how universally and extensively the Bitulithic Pavement has been introduced and extended over so large an area. Pictures showing plants in operation, and process of laying the pavement are also given, making it altogether an excellent book to request in order to keep posted regarding improvements in municipal engineering of so much importance. The rapid development of the company's business makes it advisable they should double their present capital of $500,000. Preferred bonds and stocks are offered to investors at par, for cash, with a bonus in common stock. Prospectus regarding this with full particulars will be furnished anyone interested, on application to the company.

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REVIEW OF THE MARKETS.

WIRE NAILS. Business is improving at the mills and the trade is freely making specifications on contracts already booked, the demand generally being an active one. The market is firmly held and may be regarded as a satisfactory one. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$2.00
Retailers, carload lots	2.05
Retailers, less than carload lots	2.15

New York. The local market presents a steady demand although not especially large in volume. Quotations are as follows:

Single carloads	$2.20
Small lots from store	$2.25 to $2.30

CUT NAILS. The Cut Nail Association at its monthly meeting on October 29th decided to make a cut in the price of 25 cents a keg to take effect November 1st. The size of the cut naturally surprised the trade, used as it was to smaller concessions, but as some irregularities were observable of late in quotations, the manufacturers believed that a radical change in price would tend to make the market a stable one for some time. The new price affects steel and iron nails in the Western territory, iron nails still being held at the same advance as heretofore over the price of steel nails. Quotations are as follows:

In carload lots	$1.90 base
Less than carload lots	$1.95

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. By the recent reduction in prices, quotations in the local market have been changed as follows:

Carloads on dock	$2.04½
Less than carloads on dock	2.12½
Small lots from store	2.20

BARB WIRE. There is still a fair trade noticeable in this staple line; frequent purchases and quantities not especially large being the rule. Prices, however, keep up to a satisfactory maintainance, with no signs of weakness manifest. The mills, however, are kept fully employed, the demand being sufficiently steady to warrant a continuance. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.30	$2.60
Retailers, carload lots	2.35	2.65
Retailers, less than carload lots	2.45	2.75

SMOOTH FENCE WIRE. With the market in a steady condition, and the demand up to the usual requirements for the period of the season, the demand is a very fair one. The reports from the mills indicate a good line of business being in progress, with quotations as follows: f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95
Less than carloads	2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances, as follows:

		Plain.	Galv.
6 to 9		Base.	$0.30
10	Advance over base	$0.10	.30
11	" " "	.10	.30
12 and 12½	" " "	.15	.30
13	" " "	.25	.30
14	" " "	.35	.30
15	" " "	.45	.60
16	" " "	.55	.60
17	" " "	.70	1.00

SHOVELS AND SPADES The dissolution of the Shovel Combination having been announced, as noted in another column of this paper, there is naturally some apprehension in the trade as to what will constitute the new range in prices governing important competing grades of goods. The market has been held fairly steady for so long a time under the rebate system, the trade naturally looks forward to a lower range of quotations, aggressively adopted with the knowledge of the greatly increasing facilities of outside makers to capture the jobbing trade. The market is likely to be somewhat irregular for some time.

CARRIAGE BOLTS, LAG SCREWS AND MACHINE BOLTS. The lower range of prices which have been prevailing in several lines of goods in which the new prices on raw material would naturally affect, will probably exert an influence on the market for heavy grades of Hardware for some time; carriage bolts, lag screws and machine bolts are apt to feel the retrograde movement in prices early, as they are amenable to the regular demands of successful trade, and subject to all market fluctuations. With the wish for a more active movement in harmony with the regular demand for analogous goods, prices have been made more attractive to good buyers with satisfactory requisitions.

COPPER. Some of the manufactured articles in the Copper market show recessions in price in such as Sheets, Copper Bottoms, Pits and Flats, and Soldering Coppers, as indicated by the new prices adopted by the various manufacturers of these products October 22. The base price for Sheet Copper is now 18 cents, instead of 20 cents as previously. Copper Bottoms, Pits and Flats have been reduced 2 cents per pound on the base sizes, 14 ounces to lighter than 10 ounces. Soldering Coppers are now sold at a reduction of 1 cent per pound.

CORDAGE. The demand for Cordage holds up very well, the market being a firm one. The following quotations represent the market:

Pure Manila, 7-16 inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
Pure Sisal, 7-16 inch and larger	9½
No. 2 Sisal, 7-16 inch and larger	8½
⅜ inch	9
¼ inch and 5-16 inch	9½
Lath Yarn, Medium and Coarse	8½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. Under date of October 30th the following quotations on "City" Raw Oil are those announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...38 cents per gallon.
In lots of 5 barrels or more....37 cents per gallon.

The "American" brand for respective quantites. 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PITTSBURGH TRADE.

The jobbing trade holds up quite well considering the large proportion of the manufacturing interests that are shut down. Recent indications point to a renewal of the damand for iron and steel in the near future, so that we do not look for the severe depression of the past few months to last much longer. Certainly the abundant crops of the West and South selling at good prices should put the consumers in condition to buy our products and we believe they will. October gave us beautiful Fall weather, and merchants would welcome now something of a more wintry order, as a stimulus to the sale of cold weather goods. Guns and ammunition are in good demand, as also are gas stoves and ranges.

LOGAN-GREGG HARDWARE CO.

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THE PHILADELPHIA TRADE.

The delightful Indian Summer through which we are now passing is keeping alive an active demand for goods wanted for outdoor work, and while Winter goods, such as skates, sleds, and sleigh bells, are temporarily put aside, there is a good call for general Hardware and trade is keeping up in very satisfactory volume. Prices remain without important changes, for while two or three lines of goods near the raw material have weakened somewhat, these have been offset by advances in wire cloth, galvanized cellar window wire, window screens, lawn mowers, ice cream freezers, and some other lines, so that decisive changes are comparatively few, and some manufacturers prophesy higher prices in the near future. In such a market it seems unwise to restrict buying to such an extent that trade is lost thereby, and though there is small incentive to speculative buying, still it would seem good business policy to keep a stock of goods sufficient to meet all reasonable demands. It is already evident that prices on many Spring lines will start out at higher figures as shown in the case of such important items as wire nails, lawn mowers and ice cream freezers, and whether our present era of good trade is to continue depends largely upon the nature of relations between capital and labor.

Biddle Hardware Co.

THE ST. PAUL TRADE.

With the near approach of Winter we already look forward to what will be in store for us next year. We have passed through a most undesirable Fall, the weather being very bad for harvesting and threshing and the crop results are questionable. We do know that the result will not be up to average; our trade, particularly in the newly opened territory, will be light, while in the older settlements it will not be good, so altogether we look for light trade during the Winter and Spring to come. Then the question comes up as to what will be done with prices after Jan. 1st. We feel that they cannot be lighter, and that business will have to be good to hold them where they are for next Spring.

Hackett, Walther, Gates Hardware Co.

THE CLEVELAND TRADE.

Elections, labor troubles, added to the Wall Street slump, have caused a serious decline in pig iron, and the retrenchment by railroads is likely to cause a large surplus which would seriously cripple general business under normal conditions. When these things are considered trade is surprisingly good. Many lines of goods now being sold for Spring shipments are higher in price than they were last season, and retail dealers are entering orders for them. Goods that are near raw material are lower, but trade in them is fairly good. The general impression is that trade will be quiet, but this feeling does not extend to consumers, as they are buying goods freely and compelling retailers to buy them. This feeling, however, is likely to extend unless a reaction comes in the reduction of price on raw material and some of the idle mills resume. An extended depression does not seem possible, but what seems impossible sometimes happens. With both candidates for governor and United States senator residing here we are in the political storm center.

The testimony in the ship building company case shows that business is not based on the beatitudes, even among the captains of industry, and that benevolence in church building is no assurance of integrity. Deliberate lying to rob people who buy stocks on their confidence in the officers of the company, should be characterized not as grafting, but by some name that would make it infamous. Nothing has so destroyed confidence as such colossal robbery through false representation, and nothing can restore confidence but the united effort of all who believe in morality in business, to bring the offenders under subjection to the extreme penalty of the law. It should be the business of all honorable men to make it impossible for such scoundrels to live in decent society. They have caused a national calamity by undermining faith in the integrity in our foremost business men; it would be hard to conceive a greater crime. The New York *Commercial* says: "Red Riley, a well known confidence man, was yesterday sent to prison for one year and fined five hundred dollars for swindling a man out of five dollars." Are the wholesale swindlers exempt because of their large bank accounts? It has been supposed that integrity was essential to financial leadership, and that the beatitudes have a stronger hold on that class, but late revelations undeceive the public and a sudden loss of confidence is shown in the stock market.

The Lockwood-Taylor Hardware Co.

THE SAGINAW TRADE.

The last three weeks the weather has been very fine and unusually warm for this season of the year. In consequence, the corn has matured, and a good crop harvested. On account of the bright sunshine, the sugar beets are running more to sugar than was anticipated earlier in the season, on account of the continuous rains. At one time, there was so much water, it was impossible for teams to get into the fields, but that difficulty has passed, and the roads are lined with teams taking sugar beets to the factories. The sugar factories in this section are all running. The cabbage crop has been very large, and brings good prices, and cabbages are being shipped out of here in very large quantities, by the carload, every day. The potato crop is very poor, on account of the rainy and backward season. The coal companies are running to their full capacity, and the salt companies are making the usual amount of salt. The lumbering tool factory, plate glass factory and others are running full time. Trade is fair, but collections are not as good as they were a year ago. On the whole, the crops in this section are better than they were last year.

Morley Brothers.

THE DAVENPORT TRADE.

The weather for October has been well nigh perfect, which has been exceedingly favorable for harvesting and cribbing corn. In this neck of the woods corn has entirely escaped injury by frost and will be at least a fair crop. These encouraging conditions have stimulated trade, and the last half of the month just passed has been very satisfactory, and has also improved collections, which we report good. Politics has interfered with business less than usual, as the State of Iowa politically is so one-sided that there is and has been no doubt about the result of the election tomorrow of the State ticket. From all we can learn there will be a full and enthusiastic delegation from the West at Atlantic City on the 18th, 19th and 20th of this month to attend the National Hardware Convention; everybody will be there intending to do their very best, and we will be there with the rest, expecting to have a good time and to be well repaid morally, socially and financially for the time and money spent on the trip.

Sickels, Preston & Nutting Co.

THE COLUMBUS TRADE.

The weather is more like September than November. It is certainly ideal for farmers to get their work all done in shipshape order for Winter, and what glorious weather for roaming around in the country. Of course, you will swallow a peck or so of dust. We need rain badly to fill up the wells and streams, but no doubt it will come in good time. Dry Goods, clothing and shoe dealers are complaining as people don't need anything in the way of Winter goods yet. Hardware trade is good and collections fair. As predicted, Uncle Mark knew his business, and Ohio has given the largest Republican majority for years. Now we can all settle down to business and not be distracted by brass bands, speeches, hand shakes and cheap cigars. We can now buy our own stogies and not feel obliged to vote for the man who is just right in his own estimation. If we could only jump over Presidential year, what a good thing it would be for everybody.

The Smith Bros. Hardware Co.

J. H. Smith.

THE CINCINNATI TRADE.

Trade conditions remain up to this writing quite the same as last month, much more satisfactory than were expected. October was the banner month of the Fall season for many years, being equal to the best Spring month of last year. Mr. Belmer, of H. Belmer & Co., was very much elated as to the November business and said in looking over the firm's books

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

fearing a reaction to so long a good business, found that October was fair and above any month's business they had had. Mr. Johnson, of the Johnson Bros. Hardware Co., stated that while he did not like to go into print as an authority, that he believed the Fall trade was very satisfactory all around, he had no complaint to make regarding his own business. Mr. Berger, of the Kruse Hardware Company, said his firm had "no kick coming." October was even better than the best month in Spring trade. The Kruse Hardware Co. is the only Hardware jobbing house now on Pearl Street, and with the Johnson Bros. Hardware Co. on Second Street, are the only jobbers now in the bottoms and both will remain in their respective localities until the railroads force them to get out, which will be in the near future. The Kruse-Bahlmann Hardware Co. is in the new quarters on Sixth and Pioneer Streets, off Broadway, the offices all being on the ground floor on Pioneer Street, making the most commodious and best-lighted suite of offices in the city. The railroad switch enters the building from Sixth Street and holds a half-dozen freight cars. Pickerings offer this week the No. O Universal Food Chopper at 59 cents, this sale inaugurates their special weekly sales. Wm. Tait, recently in the Hardware business in Minnesota, has opened a general Hardware store at No. 5 East Court Street. Mr. Babke, formerly with the J. L. Wayne, Jr., Hardware store, acting as Mr. Tait's best man.

THE OMAHA TRADE.

While the volume of trade maintains the usual average for this season of the year it is a little disappointing in respect to season goods. The unusually mild weather prevailing for some weeks past has eliminated almost entirely the movement on cold weather goods such as stove boards, elbows, pipe, hods, etc. In view of the fact that there is no demand for these lines it is a little surprising that the volume should keep up to the extent it has done, but the conditions prevailing throughout the territory tributary to this market are generally good. While some bad spots are reported, generally speaking the crops are up to the average and in many cases the best that have been harvested for years. Farmers generally are well satisfied with the prices and the majority are in position to pay all their bills, buy what they need and have money left to bank. No complaint whatever is heard in regard to either sales or collections and conditions point to a continuance of present favorable and satisfactory conditions for some time to come.

WRIGHT & WILHELMY CO.

♦

At Raleigh, N. C., on Oct. 31st Walter Hoff, of the Hazard Powder Co., won high average and made a run of 99 straight with Peters Ideal shells loaded with Hazard Powder.

On Oct. 22d at Rising Sun, Md., Lin Worthington won high amateur average. He used Peters Ideal factory loaded shells.

TRADE NOTES IN TRENTON, CAMDEN, BALTIMORE AND WASHINGTON, D. C.

(By our Traveling Correspondent).

The Scott Hardware Co., of Trenton, last week were showing a very complete line of oil stoves, and one of the large windows of the store was used to display the line. In the daily papers oil stoves were being well advertised and the Scott Hardware Co. consequently were making many sales of these goods, at a season of the year when the line is generally somewhat neglected and considered almost out of season. The success of the Scott Hardware Co. simply demonstrates what a little energy and enterprise will do in the Hardware trade.

Another of Trenton's largest Hardware firms is A. C. Crook & Son, who make a specialty of builders' and shelf Hardware, and carry a large and well assorted stock.

An attractive store is that of F. S. Katzenbach & Co., who cater to the contractors and larger builders trade. This firm reported business in a good condition, which was due to the fact that there had been all Summer quite a large amount of new building taking place.

Way back in the sixties A. C. Hammer started in business by opening a small Hardware store and general repair shop in Trenton. From the very start the business was a success, and by many years of close attention Mr. Hammer has succeeded in building up a fine retail trade. "If you get it at Hammer's it's all right," is an expression known among the users of Hardware in Trenton. When asked how business of 1903 compared with that of former years, Mr. Hammer said: "The only drawbacks to trade to-day are labor troubles. If it were not for these constant strikes this would have been our biggest year, but as it is we have been very busy, and I think the outlook is good." The opinion of a merchant who has been through all the panics and business troubles since 1869 as has A. C. Hammer, is of interest and value to all the trade.

B. Satterthwaite, who in 1901 succeeded the old firm of Tomlinson & Satterthwaite. In speaking of trade conditions J. B. Satterthwaite said: "Here in Trenton we do considerable business with the farmers. We ourselves have a large farmers trade—and this end of our business has never been better the past Spring and Summer—and we are doing a strictly cash business." Asked if he found the "No Trust" strictly cash basis of doing business practical and profitable, Mr. Satterthwaite further said: "Two years ago we put up that big sign "No Trust," and in only a few cases have found that we lost any customers, but we have no dead accounts on our books—in fact, we have no books at all—buying for cash and selling only for cash. Our money is in the bank and in our stock. It's the only way and I believe it can be done by any merchant and especially in pick-up Hardware trade."

Up on North Broad Street W. C. Everingham conducts an up-to-date Hardware store. Business was reported in a good condition with a growing demand for high-grade goods.

In all parts of New Jersey the Hardware merchant is in a

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

prosperous condition. Elmer E. Cox, who has one of the leading stores of Camden, is no exception to the rule.

Another well stocked Camden store is that of H. E. Williams, and a very complete line of all grades of Hardware is carried. As there is no small amount of new building taking place in Camden, the demand for building materials is good.

In all parts of New Jersey the reports are that the outlook is good for Winter trade. Although the expansion of the Hardware store is not as rapid here as in some parts of the country, still most of the retailers are constantly broadening out their business.

When asked how Fall business was opening up, E. E. Eagleston, of Hubbard & Eagleston, which firm is one of the leading retailers of Hardware in Baltimore, said: "I have been connected with the Hardware business for about 25 years, and as I look back on past experience it seems to me that the outlook is exceedingly good. Our trade has grown and we will do in 1903 about twice as much business as in 1902. The only thing that stands in the way of a bigger trade here in Baltimore is trouble with building trades unions. When the carpenters will work, the masons are on a strike and then the plumbers go out, and so building of all kind is constantly being held up."

The Baltimore Hardware Co., out on W. Baltimore Street, do a large business in "pick up" trade. A few weeks ago this concern were showing a very attractive window display of tools and cutlery, which lines are well stocked.

Another of Baltimore's progressive Hardware concerns is the firm of Wm. H. Cole & Sons. Besides catering for a high-class retail trade, Cole & Sons do some jobbing business.

A store with good arrangement is that of F. H. Davidson. Mr. Davidson is one of the oldest dealers in Baltimore, and has built up a good trade.

Henry Keidel & Co., of Baltimore, is an up-to-date concern and send their representatives all through the South, selling guns and gun goods and specialties in Hardware.

The store of J. B. Espey, at 1010 Penn Avenue, is one of the Washington, D. C., attractive Hardware establishments. Mr. Espey is a believer in up-to-date methods, which is shown in his method of delivering goods, using as he does one of the best delivery wagons to be seen on the streets of Washington.

R. M. Brown, up on N. 7th Street, does a large business in paints and painters' supplies, and handles some goods in the Hardware line as well as sporting goods.

One of the oldest established Hardware dealers of Washington is Wm. Wagnor, at 207 Penn Avenue. For many years Mr. Wagnor has been known as carrying the best line of cutlery and tools. Being a practical gunsmith Wm. Wagnor has built up a good trade in gun repairing as well as an extensive trade on hand-loaded shells and gun goods.

HAMMERNAIL.

EARLIEST USE OF GUNPOWDER.

A recent English writer states that gunpowder, or an explosive compound closely resembling it, has undoubtedly, been known in India and China from very early times. Many attempts have been made to ascertain when this powerful agent, the employment of which has had such an important effect in the making of history, first came into use, but the result has been more to put forward fanciful theories than to establish many facts.

The Chinese certainly advance the strongest claim to have been, if not the inventors, at least the first to make any practical use of this explosive. An officer in the suite of Lord Macartney, when he made his journey to China in 1789 as British Ambassador, who took careful notes of every singular thing he saw in that interesting country, and especially of the Great Wall, built about 221 B. C., stated that in the towers, which at intervals crowned that stupendous work, he found loop-holes, "similar to those used in Europe for the reception of the swivels of wall-pieces." These embrasures appeared to be part of the original construction of the wall, and the officer remarked that it seemed difficult from their shape to assign to them "any other purpose than that of resistance to the recoil of firearms." Hs observed, too, that the small pieces of ordnance seen in China, were generally mounted on swivels for which these loop-holes were well adapted.

The claim of the Chinese to a very early knowledge of gunpowder is also supported by a Portuguese writer at the commencement of the 17th century. ("History of the Monarchy of China by Alvarez Semedo.") He remarks: "As for their arms I say first that the use of powder is very ancient in

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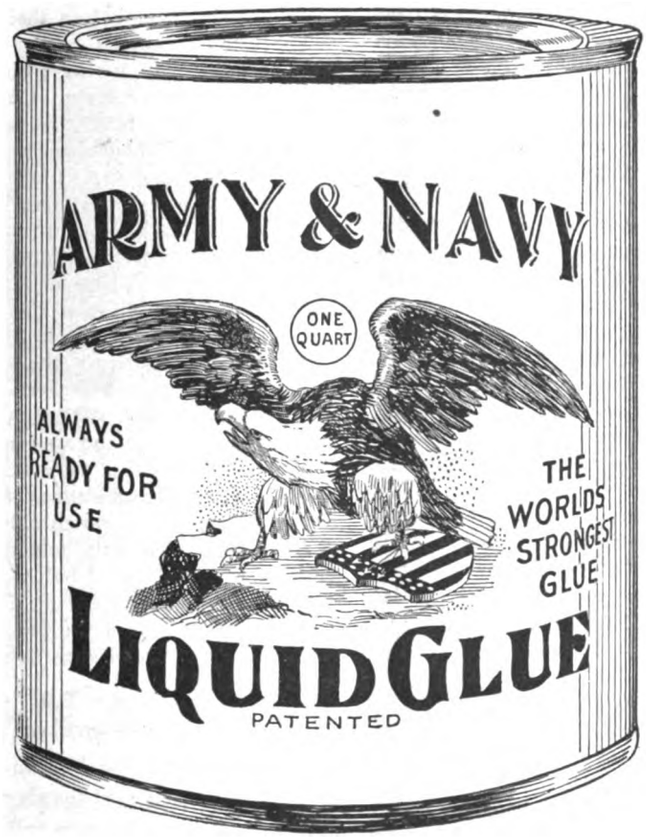
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GENEVA, OHIO.

PROPOSALS will be received at the Bureau of Supplies and Accounts, Navy Department Washington, D. C., until 12 o'clock noon, November 17, 1903, and publicly opened immediately thereafter, to furnish at the Navy Yards, Portsmouth, N. H., and Boston, Mass., the Naval Training Station and Naval Torpedo Station, Newport, R. I., a quantity of weatherproof cable, bolts and nuts, washers, paint and hand scrub brushes, Portland cement, fire brick, bath brick, cakum, cotton and flax twine, steel wire, miscellaneous hardware and hard tools, machine tools, ash pine, spruce, sheet brass, ingot copper, bar iron, bar and sheet steel, asbestos and gum packing, linseed oil, concentrated lye, vaseline, paint, putty, iron and lead pipe, pipe fittings, valves, wrapping paper, miscellaneous stationery, rubber mats, window glass, switch sets and frogs, water-closets, urinals, prepared cotton, and filling in two stagnant basins. Blank proposals will be furnished upon application to the Navy Pay Offices, Portsmouth, N. H., Boston Mass., and Newport, R. I. H. T. B. HARRIS, *Paymaster General, U. S. N.* 10-24-03

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China, and in fireworks, herein they are excellently skillful, they spend more powder in a year, than in their armies, at this time, in five. Anciently it seemeth they used it more in war, for even to this day they are seen on the gates of the city of Nankin, on both sides of the town, great brass bombards or cannon, which, though they be but short, yet they are well made, from whence it may be concluded that they have formerly been in use. But now they know not how to make use of them, and keep them only for ostentation. They have also Dagges two palms long and musket bore. They do stock three, and sometimes four of these together and shoot them off all at once."

That gunpowder in something like its present form as distinct from the famous Greek fire was well known in some parts of Europe in the eighth century is an established fact, for the work of Marcus Græcus entitled "*Liber ignium ad comburendos hostes*"—a compilation, and consequently taken from earlier sources—contains exact directions for making powder, and even recommends that the charcoal be prepared from willow wood, which modern manufacturers find to be one of the most suitable woods for the purpose. Roger Bacan probably quoted from this work in his "*Opus Majus*," written about 1250, where he tells us how "with an instrument as large only as the human thumb, by the violence of the salt called saltpetre, so terrible a noise is made, that it is thought to exceed loud thunder, and the flash is stronger than the brightest lightning." He further speaks of this powder being well known "in all ways for making squibs and fireworks." It was to the manufacture of fireworks that the Chinese seemed to have principally applied gunpowder, for they have excelled in pyrotechnics for ages. A tube of paper or other material loaded with powder for this purpose, was therefore the forerunner of the cartridge, and must have suggested the use of metal tubes for projective purposes. The cartridge in its primitive form, that of a certain charge of powder enveloped in paper or linen, may consequently be said to have been in use almost as long as gunpowder.

About the beginning of the 12th century gunpowder began to be used in Europe for military purposes, and at the siege of Saragossa in 1118 cannons were used by the Moors, who appear to have had a very full knowledge of the power of gunpowder long before their invasion of Spain. In the Bibliotheque Nationale, at Paris, is a manuscript treatise in Arabic, dated 1249, giving recipes for making gunpowder of different degrees of force. Conde in his "History of the Arabs in Spain" states that in 1252 the Moors besieged in Niebla defended themselves by "throwing stones and darts with machines, and throwing of thunder with fire," and the same authority says that Ismail Ben Feraz, at the siege of Beda, had among his machines, "some that caused fire as of roaring thunders and lightnings resembling those of the resistless tempest." There is also other evidence that the Moors, toward the close of the 13th century, projected small bullets from tubes, some of which were attached to the end of a lance. From Spain the knowledge spread quickly and successively to Belgium, Germany, Italy, and afterward to England and France. The first recorded appearance of portable firearms in England was in 1471. The method of firing these earlier arms was very simple. In the first place they were plain iron or brass tubes closed at one end, and provided with a touch-hole to which a lighted slow-fuse was applied. In order to conveniently hold this tube (for after a few discharges the metal would become very hot) it was fastened to a piece of wood, straight at first but afterwards bent—the first movement toward the present form of stock. The first mechanism for discharging firearms, the matchlock, was invented in 1423.

LOOKING FOR A HUSBAND

"When a woman wants a husband she doesn't go looking in a club for one," said the short-haired maiden lecturer.

"Not unless she happens to be married," suggested one of the long-haired sisters in the audience.

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CRAIG MINE CRYSTAL CORUNDUM is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

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SOME BAMBOO FACTS.

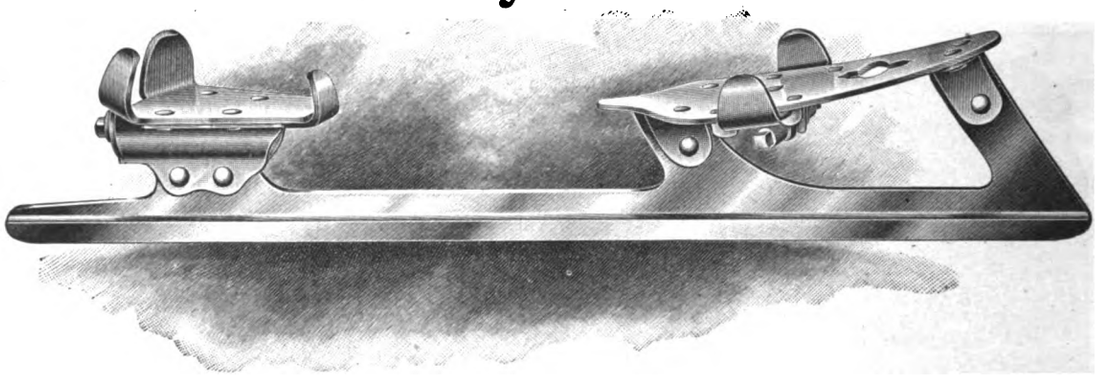
Evidence bearing on the question whether Japanese bamboo can be successfully grown in the United States for commercial purposes is contained in a bulletin issued by the Agricultural Department at Washington. This bulletin is entitled, "Japanese Bamboos and Their Introduction into America," and is by David G. Fairfield. The fact is pointed out that nearly 10,000,000 bamboo fishing rods, or poles, as the small boy prefers to call them, are imported every year by the sporting goods trade, and the feasibility of growing the bamboos in this country is shown. Instances are cited where the plants have been successfully cultivated in a small way in private grounds and parks, and the possibility of growing them in this country for the market is stated for the benefit of land-owners who find the commoner crops less profitable than they have been heretofore. To show that the belief which exists that the bamboo plant will thrive only in warm countries is erroneous, it is stated that Japan is a land of bamboos and yet where these plants grow it is not so warm in Winter as it is in California. In regions where the snows are so heavy that they often break down the young stems and where the mercury falls to 15 degrees below freezing point, the largest of the Japanese species grows in large groves. For many years the gardens of France and England have been beautified by clumps of these Japanese bamboos, and even in America occasional plants can be found growing in the open air, which proves the possibility of acclimatizing these representatives of this most useful family of plants. A temperature of six degrees has not proved fatal to a large number of the hardy kinds in England. Clumps of the hardy kind may be seen occasionally in private gardens or in public parks in the South, even as far North as Washington. But owing either to the difficulty of getting the plants or a failure to understand their management these have never become popular farm plants. In California, where the Japanese and Chinese species thrive very well, there are many large specimens and even one small forest, while a number of Californians are enthusiastic bamboo fanciers. Dr. H. Tevis, of San Francisco, has probably the largest collection on the Pacific Coast, and his brother has a grove at Bakersfield, in which stems over 40 feet high are growing, while in Golden Gate Park there are several healthy groups.

From the Japanese Bureau of Forestry it has been learned that a prominent Japanese grower of bamboos estimated his profits at $20 per acre, and another man claimed to have averaged $40 per acre, while growers of the edible variety placed their profits at $90 per acre. The growth of the plant is very rapid, instances being cited by Mr. Fairchild where shoots had grown from one to three feet in a day, while plants have attained a height of 20 feet in about seven weeks.

The importation into the United States of bamboo has



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Safety in Winslow's Hockey Number 1360——

for every dealer in handling them and skaters in using them. Every pair warranted. Made from welded steel and iron, hardened and tempered. The runner is the flanged model.

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reached enormous proportions. And the demand is growing. The manufacturers of fishing rods alone require large quantities of the best material, and if it were possible to obtain this in our own country the cost of the raw material would be greatly reduced. Hence our manufacturers and dealers, as well as our farmers and nurserymen, should consider the matter from every point of view. The bulletin contains full data concerning the transplanting, cultivation and proper soil for bamboo growing, and copies may be had through the mail by addressing the United States Department of Agricultulture, at Washington.

♦

Wife—George, that cigar certainly is dreadful! Do let me save money and buy your cigars, as Mrs. Binks does for her husband.

George—This is a cigar that Binks gave me.—*Chicago News.*

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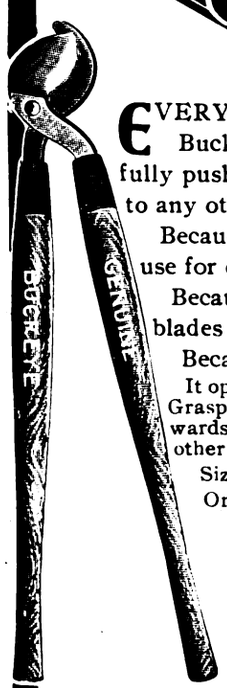
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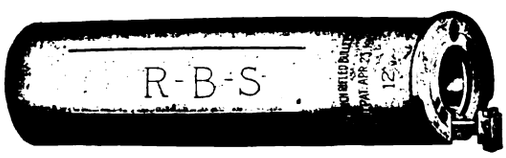
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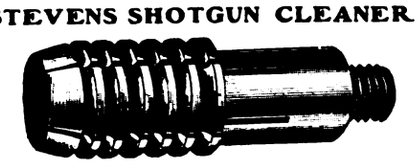
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For Cleaning and Protecting RIFLES, PISTOLS, SHOTGUNS and Bright Metal of any kind. Prevents Rust.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Anderson, S. C.—D. C. Brown has decided to go into the Hardware business and will open up a stock of goods. The name of the new firm will be the Brown Hardware Company.

Anita, Iowa.—The Farmers Supply Co. has been incorporated. The capital stock is $25,000, $20,000 having been subscribed. The company will succeed the Bruce & Voorhees business in Massena and the Bruce, Burkhartt & Supplee business in Anita. The officers are: president, James T. Bruce; secretary, J. D. Young; treasurer, B. D. Forshay; Peter Vorhees and Lew Boyd, vice-presidents and general salesmen. The above, with a number of prominent farmers of that section, form the board of directors.

Barada, Neb.—John and Chas. Markt will engage in the Hardware business.

Barryville, Ohio.—The new store and residence built by J. C. Gulling is now complete and Mr. Gulling is putting in a stock of general merchandise and Hardware.

Billings, Mont.—The Billings Hardware Co. has been incorporated. Capital stock, $50,000 of which $25,000 has been subscribed. The members of the board of directors are Jacob Fischer of Helena, H. T. Davis and W. A. Selvidge of Billings.

Canyon City, Texas.—Canyon City Hardware & Grain Company has been incorporated; capital stock, $10,000. Incorporated by J. L. Howell, Sr., J. L. Howell, Jr., J. I. Campbell, W. H. Hicks and T. C. Thompson all of Canyon City.

Caruthersville, Mo.—The Pefiscot Hardware & Implement Company has been incorporated. Capital stock, $15,000, one-half paid. Incorporators: Wm. A. Ward, S. P. Reynolds, Gideon Crews, A. C. Tindle, J. A. Cunningham, L. B. Powell and others.

Coffeyville, Kan.—Ray and Will Clark have aranged to put in a full line of shelf Hardware and will do business under the name of Clark Bros. The new store will be located in the Clark Building. It is planned to open up about Dec. 1. Ray Clark for the past five years has been employed by Isham & Son, and has acquired a thorough knowledge of the business.

Corning, N. Y.—A new Hardware store under the firm name of Magee & Metcalf has been opened on West Market Street.

Delevan, Ill.—George I. McFarland & Eugene McFarland will engage in the Hardware business.

Frankfort, Ky.—The Whitsell Northern Hardware Company has been incorporated. Capital stock $6,000.

Changes.

London, Ont.—James Reid & Co. have sold out their business to a new firm, composed of Alexander Purdom, Jr., and William B. Gillespie. Both have had experience, and have been connected with the wholesale house of the Hobbs Hardware Company. The new firm, which will be known as the Purdom, Gillespie Hardware Company, have taken possession and intend to merit a share of public confidence.

Monticello, Ill.—Lemten & Skelton have purchased the Coe & McMillen Hardware store. Mr. Coe goes to Ivesdale to enter the National bank.

Mt. Auburn, Ill.—White Housley has purchased the Hardware business formerly owned and conducted by Rohan & Phillips.

Muscatine, Iowa.—J. H. Lingo has sold his Hardware stock to Chris. Rayner, of River Junction, who will take possession at once.

Owatonna, Minn.—Thompson & Roell, who have until recently been interested in the Ellendale Hardware Company, have sold their interest to V. Gulbrandson and Gilbert Lunde, to Albert Lea. No change in the management of the business occurs. It simply being a transfer of stock.

Philadelphia, Mo.—Finley Tillett has purchased C. L. Johnson's Hardware store.

Reading, Pa.—Joshua Lutz and Amos W. Eberly bought the Hardware store of Isaac B. Brubaker. They will take possession on Jan. 1, 1904.

Reading, Pa.—The offices of the Consolidated Hardware Company will hereafter be located in the Colonial Trust Building.

Salina, Kan.—J. N. Schwartz & Co. have sold their retail Hardware stock to H. J. Ruhling, of Chicago, who for the past ten years has been in the employ of the Trout Hardware Co., of that city. The firm name will be the Ruhling Hardware Co.

Three Mile Bay, N. Y.—Brayton Rider, of Watertown, has purchased the Hardware stock and good will of H. D. Empie and will conduct the business.

Toledo, Ohio.—The Stollberg & Clapp Company has changed its name to the Stollberg Hardware Company. John Stollberg is president.

Toledo, Ohio.—M. W. Canfield, in business as the Canfield Hardware Company, has disposed of his stock to William Cramer and C. D. Campbell. Messrs. Campbell and Cramer were formerly engaged in the Hardware business at Wharton, O., also in the same business during the past year at North Baltimore. They have purchased the entire stock of the Canfield Hardware Company.

Alliance, Ohio.—The Allott-Kryder Hardware Company, Inc., have succeeded the firm of Allott & Kryder. Under the new firm of J. F. Kryder is president and general manager. John Foltz is vice president and Guy Allott secretary and treasurer.

Birmingham, Ala.—The Syd Smith Hardware Company, Mr. Syd Smith, president, is now installed in new quarters at No. 20 South Twentieth Street, where they will carry a full line of stoves, tinware, Hardware, sash, doors, blinds, cement, paints, oils, varnishes, mantels, tiles, grates, etc. The business will be wholesale and retail.

Congerville, Ill.—Sharp Bros.' Hardware Company has traded their stock of Hardware and farm implements and building to a land company.

Constantine, Mich.—Charles Barnard of Florence has recently purchased his brother's interest in the Hardware firm of Hutton & Barnard.

Elmira, N. Y.—Ryan Bros. of Holland, N. Y., have purchased the Hardware stock and business of J. Beals Sturdevant.

Ft. Worth, Tex.—Hugh H. Lewis & Co. have opened a branch store in the Rosen Inn Building and have put in a full line of Hardware, stoves, queensware and a first class tin shop.

Hoosick Falls, N. Y.—Nathan H. Wilkins and Leo J. Ladd have purchased the Hardware business of Warren G. Parsons, at the corner of Church and John Streets, and will conduct the same under the firm name of Ladd & Williams.

Kansas City, Mo.—M. R. Roberts, who has been in the Hardware business in the east side for the past ten years has sold his stock to the Wize Hardware Company of this city, who will consolidate it with their own stock after invoicing.

Lincoln, Ill.—John Woefel and Carl Gundlach, of this city, have purchased the Hardware business of O. M. Kiest.

Nebraska City, Neb.—Markel & Meredith, the Hardware firm, have dissolved partnership. Mr. Meredith has retired from the firm and the business will be continued by Mr. Markel.

Smithville, Mo.—John T. Williams has sold his interest in the Hardware store to John Williams, who will conduct the business alone.

Yutan, Neb.—The firm of Peters & Thomas, Hardware merchants, has sold out to Fred Hamann.

Victor, N. Y.—W. H. Townsend, of Geneva, and A. B. Munson, of Cheshire, have purchased the Frazer Hardware business.

West Liberty, Iowa.—P. R. Hordin and his brother, William, having purchased the Z. T. Condit Hardware store, and have taken possesion.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Augusta, Maine.—The Bay State Tool Company has been organized for the purpose of manufacturing and dealing in machinists' fine tools, with $200,000 capital stock. The officers are: President, I. L. Fairbanks, of Augusta; treasurer, J. Berry, of Augusta.

Boston, Mass.—The Atlantic Stove and Manufacturing Company has been incorporated in Massachusetts with a capital stock of $350,000.

Chicago, Ill.—Chicago Knife Works has been incorporated; capital, $3,000; manufacturing knives; incorporators: M. Doherty, E. P. Fick, Gertrude Fester.

Cleveland, Ohio.—The Rotary Engine and Tool Mfg. Co. has been incorporated Capital stock $50,000. Incorporators: S. M. Wade, G. H. Platt, G. E. Garner, F. A. Butler and H. D. Carpenter.

Cleveland, Ohio.—The Universal Hinge and Manufacturing Company has been incorporated with $20,000 capital stock, by H. L. Schneider, F. A. Richardson, W. A. Bullard, H. M. O'Malley and T. H. Penty.

Columbus, Ohio.—The Racine-Seattley Co. has been incorporated under the laws of Ohio to manufacture agricultural implements, at 410 North High Street. Ohio capital stock is as $2,000 is to $3,100,000.

Dayton, Ohio.—The Corbin Screw Corporation has been incorporated under the laws of Ohio with a capitalization of $400,000. Frank E. Westlake represents the Dayton end of the concern. It is this company that owns the screw factory adjoining the Dayton water works pumping station, and which contemplates increasing its facilities largely.

Denver, Col.—The Colorado Rubber Company has been incorporated; capital stock, $50,000; directors: Jacob Hammer, Frank A. Donahauer and Daniel B. Ellis. The company will build a plant in Denver for the manufacture of rubber goods.

Detroit, Mich.—The Rowley Scale & Supply Co. has been incorporated, with a capital stock of $10,000. The concern will manufacture scales, butchers' and grocers' supplies. The stockholders reside in Detroit, as follows: Valentine S. Ives, Thomas L. Wilson, James J. Larmeu.

Dunkirk, N. Y.—The American Air Tool Co. has been incorporated with a capital stock of $300,000. The directors are: R. J. Gross, F. W. Smith and C. J. Carney, all of Dunkirk.

Elgin, Mo.—The Western Casket Hardware Company has been incorporated; capital, $25,000; manufacturing undertakers' supplies. Incorporators: A. M. C. Todson, M. C. Parsons and W. E. Todson.

Grank Forks, N. D.—The North Dakota Manufacturing Company, with a capital stock of $100,000, has been incorporated. The incorporators are: John Henry and his two sons, James C. Henry and John A. Henry. The company will manufacture the Henry wind stacker. John Henry, the head of the new company, is the inventor of the stacker.

Grand Rapids, Mich.—The Muskegon Cutlery Company, in the old plant of the Muskegon Manufacturing Company, has already begun operations in a small way and expects to be in complete operation by December 15, as the special machinery which is now being built in New York will have then been installed. When running at full capacity the company will employ about 100 men in the manufacture of knives, forks and spoons from a composition which is a secret with the company. The company expects within a few years to enlarge to take in everything in plated ware of all kinds.

Ladoga, Ind.—George W. Anderson, of this place, has lately patented a combination lawn and garden rake. A stock company was organized and a new brick building is to be fitted up with complete machinery for turning out large quantities of the tool.

Newark, N. J.—Universal Caster and Foundry Company has been incorporated. Principal office, 118 Adams Street; to manufacture Hardware, etc.; capital, $350,000. Incorporators: John Hempsel, J. William Rupprecht and August Deuchler.

New York, N. Y.—A. J. Hemphill has been incorporated to manufacture Hardware; capital, $50,000. Incorporators: Albert J. Hemphill, Hoyt Spelman and J. Ward Smith.

Palatine Bridge, N. Y.—Mohawk Stove Co. has been incorporated. Capital, $150,000. Directors: H. A. Shaper, of Palatine Bridge; F. W. Bauder, of Fort Plains, and O. O. Stillman, of New Brunswick, N. J.

Rockford, Ill.—The C. W. Parker Manufacturing Company is the name of the latest Rockford concern which has started operations on the water power. Charles W. Parker is at the head of the company. A specialty will be made of fine tools and general jobbing.

St. Louis, Mo.—Davis Expansion Boring Tool Company has been incorporated; capital stock, full paid, $20,000. Holders: Emery E. Davis, Alexander Landau, Arthur E. Leusseler and Helmuth Johtz.

Changes.

Lancaster, N. Y.—The Lancaster Machine and Knife Co. is building a large addition to their plant on Court Street.

Le Roy, N. Y.—The Le Roy Plow Company, whose plant was burned on August 27th, have decided to rebuild in this village.

Oakland, Me.—The Dunn Edge Tool Co. has acquired the controlling interest in the capital stock of the Clark & Parsons Co., of East Wilton. The business of the Clark & Parsons Co. is the manufacture of the Hiram Holt Lightning hay knife, also grass hooks, serrated bread knives and grass shears. As soon as a suitable building can be erected for the purpose the plant will be removed to Oakland where the business will be conducted in the future. About twenty-five men are employed in the East Bolten shops.

Phoenix, N. Y.—The Phoenix knife factory at Phoenix was sold this morning in this city on a judgment in foreclosure for $26,000 to G. G. Walters, of Syracuse, who represented the Mutual Life Insurance Company. The property is said to be worth $100,000.

Springfield, Mass.—The Springfield Machine Screw Company has leased 25,000 square feet of floor space in the Ames Building, Chicopee, and the plant, now located at 33 Lyman Street, this city, will be moved there soon.

Vincennes, Ind.—R. J. Hank, a member of the firm of the Eggerdenger Tool Co., which recently built a large factory on Eberwine Avenue, this city, for the purpose of manufacturing edged tools, is reorganizing the company with an increased capital stock. The newly organized firm will be known as the New Eggerdenger Tool Co., of Vincennes, Ind.

Winnepeg, Man.—The Canadian Moline Plow Co. have started work on the construction of their new warehouse at the corner of Chambers Street and Logan Avenue. The warehouse will be 82 by 79 feet and will have a stone foundation, cement floor basement, and metal clad, frame structure. A side track is being put into the premises from the C. P. R. yards.

PATENTS
procured promptly and with care in all countries Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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"BLUE BOOK" CREDITS OF THE HARDWARE IRON & METAL TRADES.

We have just issued the most complete and reliable book of credit ratings for this special branch of trade that has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The ***paying record*** is based upon ***ledger experience*** of credit men everywhere.

You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a ***specialty*** of it?

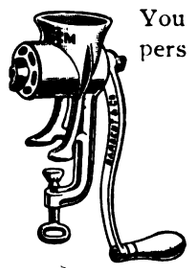
Terms of subscription can be had by addressing

Iron and Hardware Mercantile Agency,

BOSTON, 157 Federal St.
NEW YORK, 320 Broadway
CINCINNATI, 106 East 3d St.
CLEVELAND, 844 Society of Savings Bldg.

MINCE-PIE TIME COMING

MANY GEMS SELL THEN. ARE YOU READY?



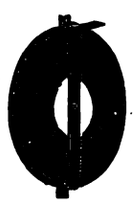
You should put in a full stock of Sargent's Gem Food Choppers because the housekeepers will want them as soon as there is a demand for mince pies. Every season has its calls for the Gem, but within the next few months they will sell fast.

We Will Help You Sell the Gem

By advertising extensively in the publications read by women. By furnishing attractive slips for you to distribute among the housekeepers of your neighborhood so that they will know you sell the Gem By supplying you with carefully prepared advertisements, electrotyped with your name and address, and ready for use in yonr local papers. These advertisements will constantly remind women that they need the Gem and that you sell it. By including with the choppers attractive show cards to hang about the store—a further reminder that will be seen by all who visit your store.

SARGENT & COMPANY, Manufacturers,

New Haven, Conn. New York. Philadelphia. Boston. Chicago.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



OX YOKES and OX BOWS



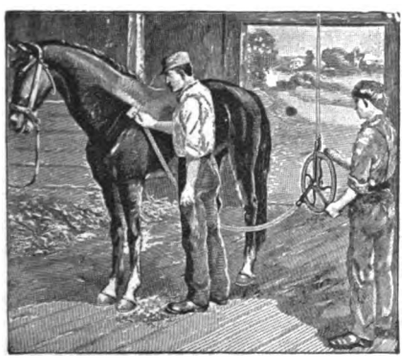
FOR **Export** AND **Domestic Trade.**

For more than forty years, we have made several sizes of both Ox Yokes and Ox Bows.

ILLUSTRATED PRICE-LIST SENT ON REQUEST.

THE IOWA FARMING TOOL CO., FORT MADISON, IOWA, U. S. A.

HAND CLIPPERS SKINNED TO DEATH



20th Century Clipper

LIST PRICE ONLY $5.00. Costs but little more than a hand Clipper and does 100 times the work.

This machine weighs only 15 lbs. Turns easy and cuts fast.

Packed in a small box, 14x14¾ inches, and sell like hot cakes, as the extremely low price brings it with n the reach of every man owning a horse.

How's Your Stock? Now's the time to order

Catalog describing every modern type of Clipper sent on request.

MADE BY **Chicago Flexible Shaft Company**
106 LaSalle Avenue, CHICAGO
NEW YORK OFFICE, 97 Chambers Street.

We make more than 90 per cent. of all the Clipping Machines sold.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

New Haven, Conn.—The Holcombe Hardware Company has been incorporated. The capital stock is $50,000. The company will engage in the manufacture and sale of automobiles. The incorporators are Harry Holcombe, Harry W. B. Manson and G. Cowles Tolman.

Changes.

Atlantic City, N. J.—Albert J. Wootton, who conducts the marine Hardware and sporting goods house at 2319 Atlantic Avenue, has purchased the entire stock of D. C. Johnson of this city, and in order to make sufficient room for the surplus of sporting goods is having his establishment greatly enlarged in every particular.

Aurora, Ill.—Wm. Reid has bought out the business formerly conducted by Althoff & Reid.

Cambridge, Pa.—L. E. Huckleberry has purchased a half interest in the business of W. H. Hill, which will hereafter be conducted under the firm name of Hill & Huckleberry.

North Billerica, Mass.—The United States Cartridge Company intend to build its new powder storage houses in North Billerica, in the vicinity of the plant of the Lowell Rendering Company. The company proposes to construct powder houses on plans radically different from the old buildings. They will be put under ground, so to speak, and will be protected by high banks on the outside. Even if there should be an explosion at any future time, the Cartridge Company officials are confident that no damage could be done to other property. The plans are similar to those recommended by the government experts.

Rochester, N. Y.—The Eclipse Machine Company having purchased the Cinch coaster brake patents, and the Riggs-Spencer Company having discontinued business, the Ashley Machine Company, Rochester, N. Y., has acquired the machinery and tools, and will be in a position to supply Cinch parts. The Eclipse Machine Company being possessed of the right, the Rochester concern cannot, however, supply the Cinch complete, the manufacture of which will be discontinued.

Rochester, N. Y.—The E. H. Hall Company are now in full possession of their new four-story building, at 59-65 Exchange Street, this city, which gives them an increased floor space of 15,000 feet. This was made necessary by their increase of business, 1903 they state being the banner year of their history.

Rome, N. Y.—The bicycle repair shop formerly conducted by the Bowers Brothers has been discontinued.

Salem, Ohio.—W. B. Thomas, who conducts a bicycle repair and plumbing shop at 23 East Main Street, has opened a branch plumbing establishment in Leetonia.

Springfield, Ohio.—The new factory of the Young Arms Company of Columbus, will be built in this city. The company, through its general manager, Charles A. Young, has purchased five acres of land in West Main Street, as a site for the new plant. Mr. Young says they will begin next Spring upon the construction of a three-story brick factory 180 feet by 65 feet, which will cost about $25,000. The company is now employing 60 men, but when the new plant is in operation it will increase the number to 125, and all of them will be skilled mechanics.

Fires.

Milwaukee, Wis.—Fire in the factory of the National Cycle Enameling and Supply Company, 157 West Water Street, did $3,000 damage on Oct. 17.

Newark, N. J.—The business conducted by Herman Austin, was damaged by fire to the extent of $500.

Miscellaneous.

Connelsville, Pa.—Local Hardware dealers say the demand for sporting goods was greater for the last few days before the opening of the shooting season than it has been for years. The sale of single and double guns was especially large among the foreigners, and, as many of them are unnaturalized, the game wardens will have something to keep their eyes open for.

New York, N. Y.—Seven hundred automobiles, worth $20,000,000, are licensed in the State of New York.

Philadelphia, Pa.—T. J. Heller, who, for some time has been the Eastern representative of the Federal Manufacturing Company, has severed his connection with that concern and engaged with the Standard Roller Bearing Company, of Philadelphia, a million-dollar corporation. Heller will have the sales management of the steel ball department, which grows out of the recent purchase by the Standard people of the ball business of the Grant Tool Company.

Embarrassments.

Akron, Ohio.—Frank A. Koehl and Bessie R. Koehl, doing business at 198 South Main Street, under the firm name of the Century Cycle Co. have made a deed of assignment for the benefit of their creditors. Assets $1,500, liabilities about the same. The firm dealt in bicycles, sporting goods, etc. J. V. Welsh is named as assignee.

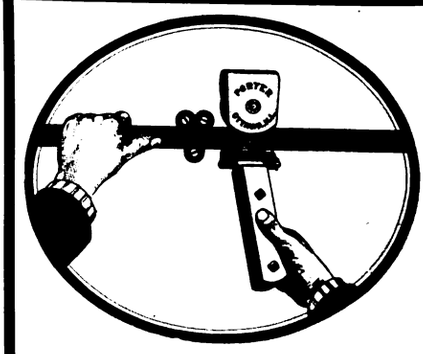
Lowell, Mass.—The firm of Horace L. Shattuck & Son, Hardware, bicycle and automobile dealers of Lowell, Boston and Providence have assigned, with liabilities, it is understood, of $500,000. The firm is one of the oldest in the city, and while the main business here is in Hardware in the other cities the trade is confined almost exclusively to bicycles and automobiles.

New York, N. Y.—McKee & Harrington, who make the Lyndhurst bicycle in this city, and who are seeking relief in bankruptcy, have finally filed their schedule. It discloses liabilities of $29,452; assets, $4,410. Of the liabilities, $27,324 is unsecured; debts due the firm on open book accounts $1,952; bills, promissory notes, securities, $2,000. The principal creditors are: American Cycle Manufacturing Works Co., Hartford, $1,272; Hartford Rubber Works Co., Hartford, $309; J. R. Keim, Buffalo, $662; Pennsylvania Rubber Co., No. 127 Duane Street, $300; Arnold Schwinn & Co., Chicago, $777; Alex. Van Rensellaer, $2,070; Arabella Mckee, $14,131; John McKee, $4,500; Day Manufacturing Company, $350; Empire State Cycle Company, $1,105. The assets consist of stock, $2,000; fixtures, $200; accounts, $1,952; notes, $122 and cash, $88. Charles F. Harrington has individual debts of $7,884 and assets of $4,000, consisting of a house at Lyndhurst, N. J., mortgaged for $3,300.

RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Pens.



PORTER

Barn Door Hangers
Hay Tools
Corn Planters
Hay Presses
Pumps
Cylinders, Etc.

J. E. PORTER CO.
OTTAWA, ILL.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



Household Brushes
of all descriptions
Midland Brush Mfg. Co.
263 West Lake St.
Chicago.
Send for catalogue.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY

THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

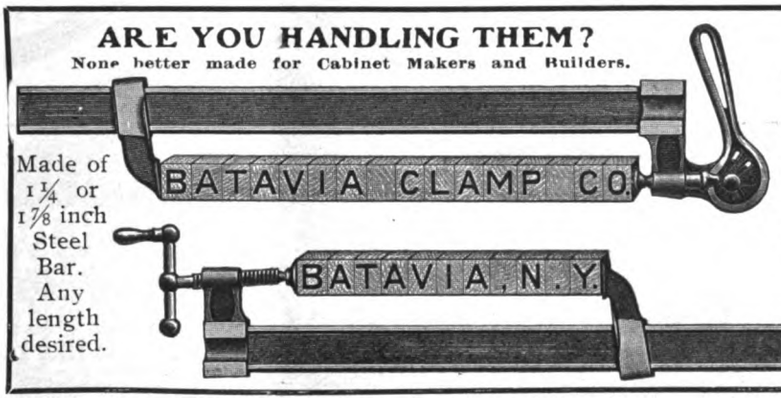
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.



THE BROWNIE
Fast up to date spring ice skate, with novel device, to adjust skate to inside of toe, on any shaped shoe. Spring acts on principle of spring board, no lame ankles Best material, highly nickled. ask dealer or send $3.50 to Brown Spring Ice Skate Co., Webster City, Iowa.

ARE YOU HANDLING THEM?
None better made for Cabinet Makers and Builders.



Made of 1¼ or 1⅞ inch Steel Bar. Any length desired.

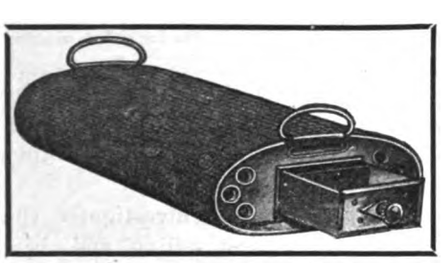
Send for Catalogue and Price List.



The Increasing Demand

FOR

The Lehman Heater



Justifies every Hardware man to handle it. Over 200,000 Lehman Carriage Heaters in actual use.

Heats any vehicle continuously for fifteen hours and makes it absolutely comfortable in the coldest weather. Costs 2 cents per day to heat it.

Made ready for use in a few minutes. Danger from fire impossible. Absolutely unbreakable.

There's money in handling them. Write us for price list and discount.

Mention HARDWARE.

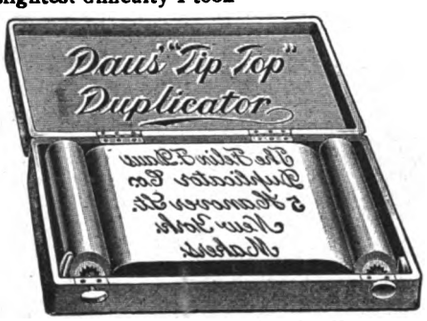
Lehman Bros.
10 Bond St. New York, U. S. A.

Pleased with "Tip-Top"

NEW DORCHESTER, MASS., Aug. 29, 1903.
THE FELIX H. DAUS DUPLICATOR CO.,
111 JOHN ST., N. Y.

"GENTLEMEN:—

"Your Duplicator came to hand promptly, and I made my first trial of it yesterday. It far exceeded my expectations. Without the slightest difficulty I took



"224 Legible Copies"

and stopped because my paper gave out. In proof of this I send you Nos. 100, 125, 150, 175, 200, and 224 At my second trial I ought to do better. When you say 100 to 150 copies may be made, you are the most conservative advertiser."

Yours sincerely,
(Sig.) D. O. S. LOWELL."

Felix H. Daus Duplicator Co.
DAUS BLDG., 111 JOHN ST.,
NEW YORK, U. S. A.

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We Defy



"Check-Raisers"

There are many cases of "check-raising." Checks and papers of monetary value, even when punched with expensive machines, have been raised.

The New Printamount

protects you against any possible check-raising. It has forty combinations.

Prints "not more than $——" (the amount desired) on each check with indelible ink. Warranted. Price $12.00 net. Agents wanted.

WESLEY MFG. CO.
61 Beekman St.
New York, U. S. A.

The No. 2 HAMMOND



Possesses

ALIGNMENT—Perfect and permanent
IMPRESSION—Invariably uniform
TOUCH—Soft, light and elastic
SPEED—Over 200 words a minute
DURABILITY—The fewest parts, the best made
VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
PORTABILITY—Weighs only nineteen pounds including traveling case.

The Hammond Typewriter Co.

69th to 70th Sts. and East River, New York, N. Y.

Our Latest Business Bringer



THE "GRAND RAPIDS"

THIS new Refrigerator—"The Grand Rapids"—is the companion piece to the famous "Leonard Cleanable"—*at a lower price*. The agency for both goes together.

Made of Ash instead of Quarter Sawed Oak, but with all the features of the higher priced machine, making it our "cheap" line, but even then a better *practical* refrigerator than the *best* of other makes.

Don't buy refrigerators until you have carefully investigated the advantages of handling this *couple*, the easiest selling and best known refrigerators made.

The "Grand Rapids" is made of ash, golden finish, double box throughout, insulated with charcoal sheathing, lined with zinc or white enamel, raised carvings, real bronze trimmings, removable flues, solid iron shelves, air-tight locks—*all* of them talking points. The name alone will sell it.

The "Leonard Cleanable"—known everywhere—quarter sawed oak panels, lined with real porcelain on sheet steel.

This makes the best selling combination it is possible to get.

Send for catalogue. Samples for comparison will be shipped on request.

GRAND RAPIDS REFRIGERATOR CO.,

30 Market Street, GRAND RAPIDS, MICH.

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ANNOUNCEMENT.

WE beg to announce the successful culmination of our negotiations with the National Lighting Co., Chicago, U. S. A., whereby we secure entire control of the same. The National Lighting System is too well known to require much description Would say, however, that recognizing its extreme popularity and the fact that we have had thousands of inquiries for such a system that we determined to secure it if possible.

WE HAVE NOW GOT IT and feel that with the combination of the **National Lighting System** and the **Wonderful Doran System,** we have the two best lighting plants in existence.

IS YOUR STORE WELL LIGHTED ? ?







Good store light is your best salesman. It insures an ever increasing patronage. It is a big dividend paying investment. You know it. Now, are you satisfied with your present lighting arrangement? Is it as good as your prosperous neighbor's? Does it cost too much? You should investigate and try the

National Lighting System

This system is far ahead of anything on the market. It produces an abundance of strong white light at the minimum cost—less than 20 cents per week to light a room 30 x 30 feet five hours daily. Think of it. It is absolutely safe—insurance companies make no extra charge. It is easily operated by anyone and will last for years and years.

Now, to show our confidence in the system we send

On Approval for One Month's Test

Fair, isn't it? The National Lighting System is the most powerful and economical system you can adopt. Write us now and give it a test. Costs nothing until you are convinced it IS the best.

Sent Free—Illustrated catalogue and price list. Several good agents will find our proposition interesting. Write, telegraph or phone us for particulars.

ACORN BRASS MFG. CO.

247 Lake Street CHICAGO

"MANUFACTURERS OF EVERYTHING IN METAL"



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Like Any of Peck's CELEBRATED CHAMPION BLADE Axes and Edge Tools

They are the result of 40 years experience in Edge Tool making. All our Hand-forged self colored hatchets stand for quality and superior workmanship.



Each is carefully tempered and fully guaranteed against flaws. Send for catalogue. Mention HARDWARE

PECK EDGE TOOL CO.,
Cohoes, N. Y.. U. S. A.

Learn Advertising

There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced em ployees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for him self a place in the advertising world.

Many of those who have followed my instructions now hold positions with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of an other large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Literature. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual advertising business. It is therefore the most practical course. "A Business Course for Business Men."

If you are dissatisfied with your present salary, if your work is un congenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES,
28 SPRUCE STREET,
NEW YORK.

= = 1904 = =

BICYCLES MOTOR CYCLES

Reading Standard

PACE-FOLLOWER $60. RACER $50. ROAD RACER $40. ROADSTER $25.

LADIES' LIGHT ROADSTER (With Coaster Brake) $40. LADIES' ROADSTER $25.

$210 MOTOR CYCLE $210

"The Thoroughbred"

One Hand Control .·. Throttle Wire Guide .·. New Throttle Lever .·. Extra Gasoline Cock.
New Inlet Valve Stem .·. Improved Battery and Oil Cup.

Just a Few of its Good Points

At Washington, D. C., October 28, P. M. Smoot on a Reading Standard Motor Cycle equipped with heavy road tires, low gear, etc., and with only three days' experience with the machine WON second place in the three mile race.

WHAT WILL IT DO WITH RACING EQUIPMENT?

WATCH IT

IF YOU'RE ALIVE TO THE OPPORTUNITY, WRITE US TO-DAY.

READING STANDARD CYCLE MFG. CO., Reading, Pa., U. S. A.

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SUCCESS MAKES DEMAND---DEMAND MAKES TRADE

PETERS FACTORY



Loaded Shells

HAVE BEEN

Successful Everywhere

IN

TRAP AND GAME SHOOTING

Peters Cartridges HAVE MADE AND HOLD THE WORLD'S RECORDS

WON THE INDOOR RIFLE CHAMPIONSHIP IN
1898, 1899, 1900, 1901, 1902 and 1903.

At the Sea Girt Meeting 1903 was First in Rifle, Revolver and Pistol Matches

Peters Ammunition is soid by all progressive dealers

BOOKS ON SHOOTING FREE

Eastern Department: 98 Chambers St., New York
T. H. KELLER, MANAGER.

Pacific Hardware & Steel Co., San Francisco, Cal.
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Charles G. Grubb, Pittsburg, Pa.
F. B. Chamberlain Co., St. Louis, Mo.

The Peters Cartridge Co.

CINCINNATI, OHIO

A Close Shave
and
A Clean One



Once Used
Always
Enjoyed

The "Gem" Safety Razor



CASE NO. 6
Contains one "New Gem" Safety Frame, two blades, box of fine shaving soap, holder for stropping and honing blades, collapsible shaving brush, comb and cosmetic.
PRICE $6.00.

Positively . . .

The Best "Safety"

in the market today, not the cheapest—but the razor that sells readily and increases trade by giving absolute satisfaction.



CASE NO. 7-3
Consists of one "New Gem" Safety Frame and three blades. The metal handles are substituted by two elegant and "very handy" wood handles for shaving and stropping.
PRICE $6.00

Are you handling them? If not, why not? Other dealers in cutlery are handling them with profit. Why shouldn't you?

Write us at once for descriptive catalogue and prices.
Mention Hardware.

Gem Cutlery Co.

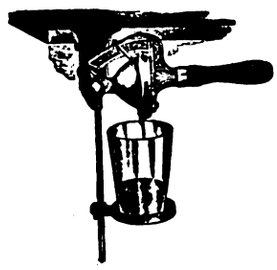
34 READE STREET NEW YORK

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Some of Our Specialties

Be sure and get our prices before ordering elsewhere

Lemon Squeezers



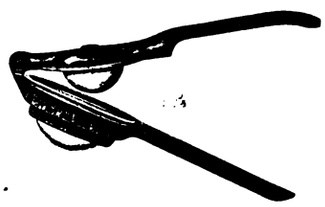
PERFECT LEMON SQUEEZER

"THE PERFECT"

Frame highly polished and nickel plated. Parts coming in contact with lemon are heavily tinned. Will not corrode. For bars, hotels, restaurants.

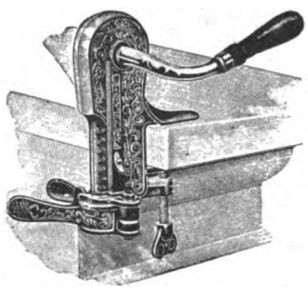
THE UNION

Made with porcelain bowl and wooden plunger. For household use.



UNION LEMON SQUEEZER

Cork Pullers



"The Champion" Cork Puller.

"THE CHAMPION"

Cork Puller and Re-Corker with latest improved bottle holding clamps. A sure puller of corks and of business. A safe and effective recorker. For hotels, bar-rooms, clubs, restaurants.

"THE HANDY"

Simple, compact, reliable. Fully warranted.



The "Handy" Cork Puller

Coffee Mills



"Crystal" Coffee Mill.

"THE CRYSTAL"

A one-pound Coffee Mill with glass hopper. Easy to grind. Easy to clean. Easy to sell For family use. Fully warranted

"The Imperial"

A sunk hopper all iron top mill, with hinged cover and top handle, hardwood box, dove-tailed corners, highly po'ished and varnished. Iron parts finished with fancy bronze lacquer. Improved grinding burrs. Size 6 x 6 x 5 inches.



"Imperial" Coffee Mill.

Frog Spears

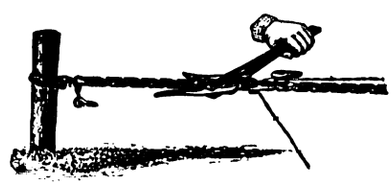


Frog Spear

Hand forged from a superior quality of steel. Every spear warranted.

Elwood Pattern Wire Stretcher

For stretching fence wires. Most reliable Stretcher made. Sure to give satisfaction.



Elwood Pattern Wire Stretcher.

We can fill orders promptly for any of the above

Arcade Mfg. Co., Freeport, Ill., U. S. A.

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WHITTEMORE'S POLISHES The World's Standard.



Oldest and Largest Manufacturers of Boot Polishes in the World.

BOSTON, MASS., U. S. A.

"BON-TON" OIL POLISH

For blacking and polishing Ladies and Misses' kid and all fine black shoes. The only Ladies' Shoe Polish that positively contains oil. Softens and preserves. Imparts a beau iful lustre. Once used, always used. Finest quality in the World. With cork, wire and sponge, shines without brushing; always ready to use.

Price, per gross,.....$14.00.
Discount, 10 per cent.

"SUPERB" POLISHING PASTE

For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.



Price, per gross, large tin boxes.....$6.50.
Price, per gross, small tin boxes..... $3.50
Discount, 10 per cent.

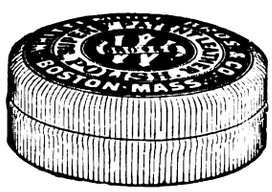
"DANDY" COMBINATION

For cleaning and polishing all kinds of Russet, Brown or Yellow colored Boots and Shoes.

Price, per gr., large size..$14.50
"Star" size, per gross.... $ 7.50
Discount, 10 per cent.

"DANDY" POLISHING PASTE

For polishing all articles made from Russet, Brown or Yellow Leather.



Price, per gross, large tin boxes.....$6 50
Price, per gross, small tin boxes.....$3.50
Discount, 10 per cent.

"ELITE" COMBINATION



The ONLY first-class article for Ladies' and Gents' "BOX CALF," "VICI KID," and all Black Shoes. The ONLY Polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Price, per gr., large size..$15.00.
"Baby Elite" size, per gr.. 8.00.
Discount, 10 per cent.

PRIZE MEDAL "ROYAL GLOSS"



For Ladies' and Misses' Black Shoes. Warranted superior to any $8.00 polish in the market shines without brushing.

4-oz bottles, with cork, wire and Sponge, in sawdust, per gross, $7.50
Bottles in Cartons, per gross, $8.00
Discount 10 per cent.

All first-class articles that suit everyone.

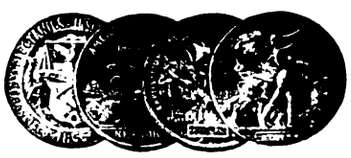
If you are not suited and want the Best, send us a trial order.

Orders can be sent through any commission house in London, New York or Boston. Above prices f. o. b. Boston or freight paid to New York.



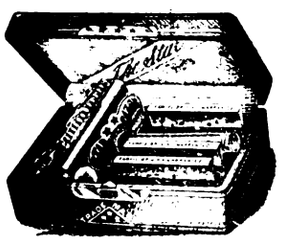
Star Safety Razor

We talk quality--
We furnish quality



HIGHEST AWARDS WHEREVER EXHIBITED

HOLIDAY LEADERS

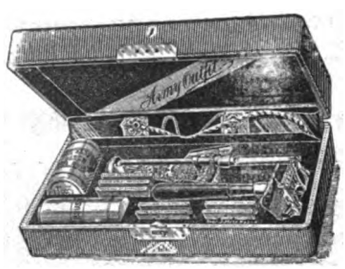


We supply users of the GENUINE STAR SAFETY RAZOR with the very best that brains and money can buy.

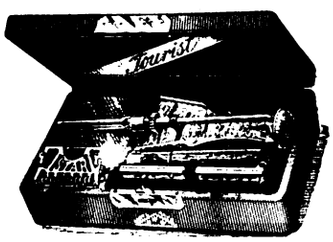
No. 6—Size 8½ in. long, 2½ in. wide by 1¼ in. high.

The Star Safety RAZOR

although imitated periodically, has proven for over 28 years that it cannot be equalled or surpassed.



No. 20—Size, 8½ in. long, 4¾ in. wide by 2¾ in. high



OUR NEW STAR STROPPER

is a marvel of simplicity

Write for Catalogue and prices. Mention "Hardware"

No. 40—Size, 7¼ in. long, 5 in. wide, 2¼ in. high.

KAMPFE BROS.

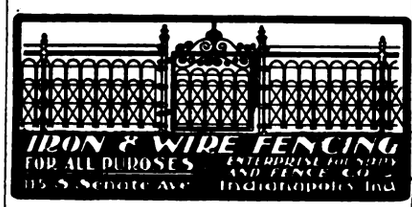
Original Inventors and Manufacturers of the * Safety Razor

8-12 Reade St. **NEW YORK U. S. A**

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PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

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CLEVELAND, OHIO.

AGENTS WANTED



FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

ADAM'S STEEL & WIRE WORKS,

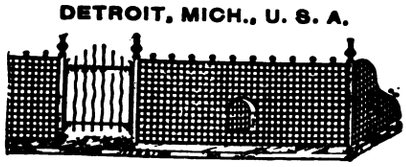
Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.



Send for Catalogue.

W. J. ADAM, JOLIET, ILLINOIS.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Hardwaremen's Exchange.

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

For Sale.

STOCK HARDWARE, Paint, Oils and Stoves. $9,000 to $12,000; located midway between New York and Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owner's desire to retire. Write for particulars. Address Builders' Hardware, care HARDWARE, 309 Broadway, New York. No. 74

Agency Offered.

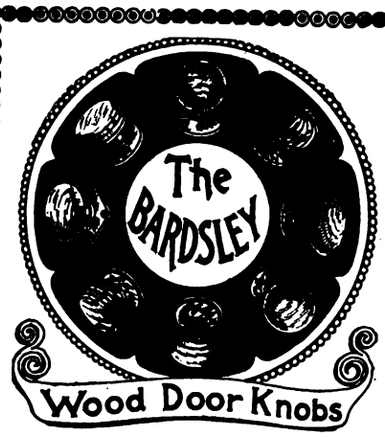
LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Salesman Wanted.

SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79



Are undoubtedly the best for dwellings. They retain their handsome finish, and the heads never come off. They will match any interior finish as they are made in all woods used for that purpose.

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JOSEPH BARDSLEY,
147-151 Baxter St., New York City.
San Francisco, Cal., 519 Mission St.
Boston, Mass., 19 Pearl St.
Chicago, Ill., 86 Lake St.



The Coldest Room made Comfortable in 10 Minutes with the

PYRO HEATER

The most practical and effective gas jet heater on the market. Heats perfectly and uses the smallest possible quantity of gas. May be used for light cooking. Dealers who are looking for good profits in a quick selling gas heater will find

The Pyro Heater a Winner

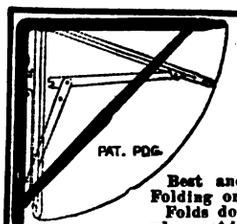
Write for prices and booklet.

UEHLING-DECKER CO.,
PASSAIC, N. J.

To Let

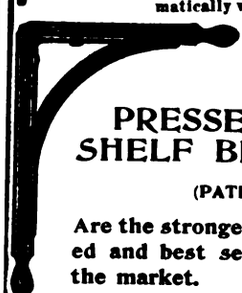
Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



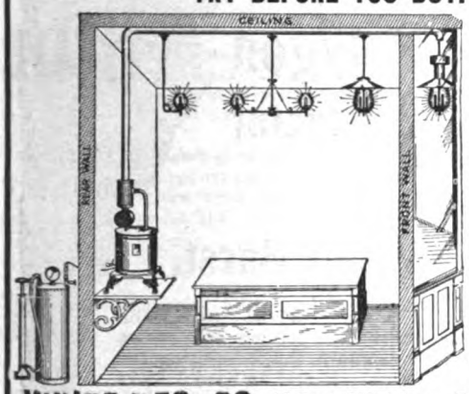
Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

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HOW DOES THIS STRIKE YOU?

TRY BEFORE YOU BUY.



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your Diagram for Estimate. We are manufacturers, not assemblers. Avoid cheap imitators who demand money in advance.

WHITE MFG. CO. 193½ Michigan St., Chicago, Ill.

Ann Arbor Lighting System



BE INDEPENDENT

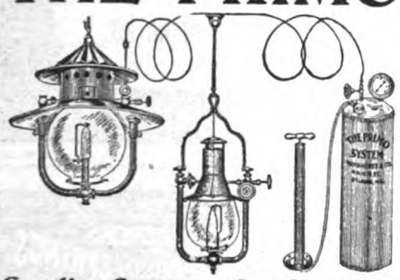
of the gas and electric light companies.

With an Ann Arbor Lighting System you can light your store better and cheaper than with electricity or gas. And the cost of operation is only about one-tenth as much. If you are using kerosene lamps, you should be particularly interested. Fuel is gasolene, absolutely safe, and permitted by the National Board of Fire Underriters.

If you want a store that will draw trade, write today for information and introductory offer. Liberal proposition to agents. Write for Booklet A on Lighting System, and Booklet C on Lamps for store and house.

SUPERIOR MFG. CO.,
210 Second St., ANN ARBOR, MICH.

THE PRIMO



Gasoline Systems, Gas Machines and Lamps are

FAMOUS

Write for new catalogue.

WINDHORST & CO.
4 N. 12th St.,
ST. LOUIS, MO.



PERFECTION IN COFFEE MAKING

is achieved with the "EXCERPTA" Coffee Pot. A delicious beverage, clear and fragrant as wine, made instantaneously. Simply pour boiling water through trap and serve. Beautiful. Durable. Practical.

Our magazine advertisements are resulting in inquiries from all parts of the country. We would like to refer those from your locality to you. Send for particulars. They will interest you.

HOUSEHOLD MFG. CO.,
Pearl & Swan Sts.,
BUFFALO, NEW YORK, U. S. A.



CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP

Clippers Sharpened in 5 minutes earning 50c.

Descriptive Circular and Prices, address,

JOHN VAN BENSCHOTEN,
14-20 CATHARINE ST. POUGHKEEPSIE, N. Y.

HORSESHOE MAGNET HAMMER

WARRANTED.



Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades

SUPERIOR TO ANY MAGNETIC TOOL HERETOFORE MADE.

Arthur R. Robertson, Patentee and Sole Mfr.,
144 OLIVER STREET, - - BOSTON, MASS.



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

"NEVER-BURN" TRADE MARK. "NEVER-BURN" TRADE MARK.



Dripping Pans **Roasters and Bakers**

A booklet tells

Made in Cleveland Ohio by
The Bronsen-Walton Co

John H. Graham & Co
Selling Agents
New York City

OUR GASOLINE LIGHTING SYSTEM



and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.

STANDARD GAS LAMP CO. (Established 1899.)
141-143 Ontario Street, Chicago, U. S. A.

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BRASS GOODS MANFG. CO.
Corner Union and Nevins Streets, BROOKLYN, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE, AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.
Catalogue and information free.
Address Dept. H,
THE
AMERICAN STEEL ROOFING CO.
Middletown, O.



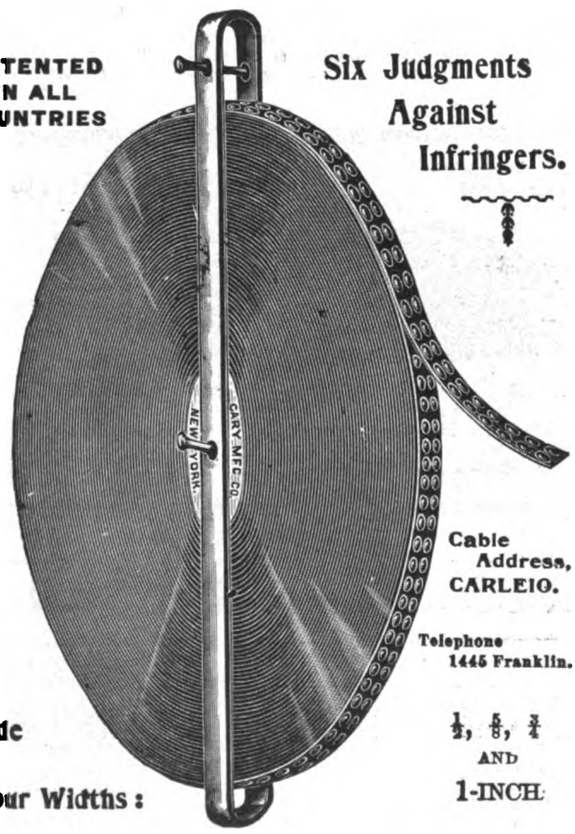
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. Send for Catalogue.

ESTABLISHED 1847
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE
BRISTOL, CONN. P.O. BOX 411

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1-INCH

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

"THE SAW THAT SELLS ITSELF"

When placed in the hands of the intelligent mechanic, the ATKINS High Grade Silver Steel Hand Saw sells itself. You simply show it and the Saw does the rest.

ATKINS ALWAYS AHEAD!



ATKINS SILVER STEEL HAND SAWS

With Perfection Handles are Warranted the FINEST Saws on Earth in Material, Temper, Grinding and Finish.

Write for Catalogue and Prices.

E. C. ATKINS & CO., Inc.,

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Toronto, Ont., 30 Front St., West.

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Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B. 60c
" B ..... per M 34@ 35c
F. L. ..... per M 40@ 45c
G. E. ..... per M 50@ 52c
Musket ..... per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M $3.00.
In ¼ Boxes ..... 20&5%
In 1-10 Boxes 20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, Swgd $1 90
B. B. Caps, Round Ball $1 49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges ..... 60&5%
Climax, Club, Rival, 10 and 12 gauge ..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge .25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1 , 12, 12 and 20 gauge 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) .. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder 40%
Loaded with Smokeless Powder, medium grade ..... 40&5%
Loaded with Smokeless Powder high grade ..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag $1.60
Drop, B and larger per 25 lb. bag. 1.85
Buck 25-lb bag 1.85
Chilled, 25-lb bag. 1.85
Dust Shot, 25 lb bag 2.25
Markle's Chilled 1 85
Raymond's Chilled 1.85
Sparks Chilled 1 85
Tatham's Chilled 1.85

GUN WADS—M 1000—

B. E., 11 up ..... $ .60
B. E., 9 & 10 ..... .70
B. E., 8 ..... .80
B. E., 7 ..... .80
P. E., 11 up 1.00
P. E., 9 & 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
} 15%

Ely's B. E., 11 and larger .. $1.70@$1.75
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes—

	M dos
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire ..... 50&10%
Burton's ..... 50&10%
Gem 60%
Steel Drive 40%
Kohler's: M gro.
Invisible, No. 3 ..... $5.00
Perfect, No. 2 ..... 7.20
Belt Holder, No. 1 ..... 9.00

Anvils—

American "Horse-Shoe" 9¼c
Arm & Hammer ..... 8½@8¾c
Eagle Anvils, M lb, net ..... 7½@8c
Hay Budden, Wrought ..... 9@9¼c
Horse Shoe Brand ..... 9@9¼c
Peter Wright's 10¼c
Trenton ..... 9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%
Beach Anvils, Phoenix 40%

Augers and Auger Bits—

Boring Machine, Snells 70%
Com. Auger Bits ..... 70@70&10
Forstner Pat. Bits 25%
Ford Auger Bit Co.:
Auger Bits ..... } 40@ 40 & 10%
Car " ..... }
Machine Bits ..... }
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 33 ..55&10%
No. 10 Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits 60%
Extra 60%
Nol ..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@60&10%
Jenning's Pattern Car 40%
Jenning's Pattern Machine 25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable .. $10.50@11.00
Cincinnati Nos. 1, 2 and 3 ..... 25&10%
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Swan's 50%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co. ..... 25&10%
Clark's small, $18 ..... 50&10%
Clark's large, $25 ..... 50&10%
Ives' Model, M doz. $60 ..... 50%
Swan's 60%

DOUBLE CUT GIMLET BITS—

Common, net ..... $2.75@3.00
German Pattern, net ..... $1 00@4 25
Mayhew's Diamond M dos. $1.35 ..... 40%
Swan's ..... 40&10%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10&60, 10&10
Taper & Straight Shank, 60&10&60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co. ..... 40&10%
L'Hommedieu's ..... 15&10%
Snell's ..... 40&10%
Watrous' ..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad ..... 40&10%
Handled Scratch ..... 40&10%
Patent Peg 50%
Sewing, Com ..... 85c@$1.00
Shouldered Peg 50%
Shouldered Brad 50%
Socket Scratch M doz $1.00
Stanley Rule & Leve
Handled Brad ..... 30&10%
Patent Pegging ..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, M dos. $7.50; No. 20, M dos. $10 ..... 60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50 ..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 60%
Ice Awls 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50 ..... 30&10%

Axes—

First quality, best brands ..... $5.50@6.00
First quality, Jobbers' brands .. 5.25@5 75
Beveled, add 25c. M doz.
Firemans Bradleys 50
Ice " 30%
Bradley's wide bit, net $10.50
Long Island, net 9 25

HATCHETS—

Hunt's Underhill's or Blood's ..... 40&10%
Plumb's:
Shingling, etc. ..... 33⅓&5
Broad and Bb'l ..... 33⅓&5
Boys Axes ..... 33⅓&5
D. Simmons & Co.:
Broad ..... } 50&5%
Shingling and Claw ..... }
Lath, Hunters', etc ..... }
Picks and Mattocks 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
3 " " " " ..... .25 "
10 " firkins (6 in case) ..... $1.20 "
25 " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9 00 "
200 " ½ bbls ..... } .08½lb
375 400 lb " ..... }

Balances—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C .. 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2 40%
Large Dial, Class D 30%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50 ..... 25@30%
Tinned, each, $9.00 ..... 25@30%

Bells—

HAND—

Extra Heavy Brass ... 60@60&10%
Light Brass ..... 60&10%
Pure Bell Metal ..... 55@60%
Silver Chime ..... 33⅓@33⅓&10
White Metal 60%

DOOR—

Trip, Gem ..... 50&10%
Alarm, Abbe's ..... 40@40&10%
Alarm, Yankee ..... 50@55%
Gong, Abbe's ..... 40@45%
Gong, Yankee ..... 50@55%
Lever, R. & E. Mfg. Co.'s .. 55@55&10%
New Departure ..... 45@50%

COW—

Common Wrought 75%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 50%
Western, Sargent's List .... 70@70&10%

Bellows—

Blacksmiths' 70%
Hand ..... 35&10%
Moulders' ..... 25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" ..... 50&10%
"Imperial," seamless stitched .45&5%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand 60%
Competition Brand 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Phoenix 50%
Seymour Smith & Sons ..... 25&10%
Willer's Falls ..... 15&10%
Weston's 40%

Binder Twine—

	Per Pound
Sisal	11¼c
Standard	11¼c
Standard Manila	12c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular 45%
Extension:
Barber's, M doz. $15.00. ..... 45@50%
Ives' M dos. $20.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic M doz. $3.00 ..... 33⅓@40%
Excelsior M doz. $10.00 ..... 50&10&5%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity M gr. $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel ... 60&60&10%
Eddy's ..... 60@10&70%
Harts' Steel ..... 50@50&10%
Iron Strapped, Japan'd Sheaves .70&10%
Iron Strapped, Lig Vitae Sheaves ... 60%

Rope Strapped, Japan'd Sheaves .65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c. ... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 75@10%
Wrought Barrel Bol's, Griffin's 75&10%
Wrought Square ..... 50@50&10%
Wrought Shutter, Standard list . 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list . 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list ..... 50&10@60%
Wrought Spring, Sargent's .. 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts .. .. 65&5%
Machine, Plain Nuts 65%
Carriage, Common ..... 60&10%&10@70
Norway Iron, list Oct. '84 ..... 80%
Phila., Eagle, list June 1, '99 ..... 80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½& 10%
Norway, Phila 80%
Pertchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow 60%
Stove 80%

MISCELLANEOUS—

Sink 80

Bone Mills.

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔&10%
Common Ring ..... 20&10%
Ives ..... 25&10%

Boring Machines—

WITHOUT AUGERS—	Upright.	Angular.
Jennings'		.30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat ..	2.50	2.75
Ajax		.40%
Phillips		$4.00 net

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PUMPS

AND

HYDRAULIC MACHINERY

MANUFACTURED AT

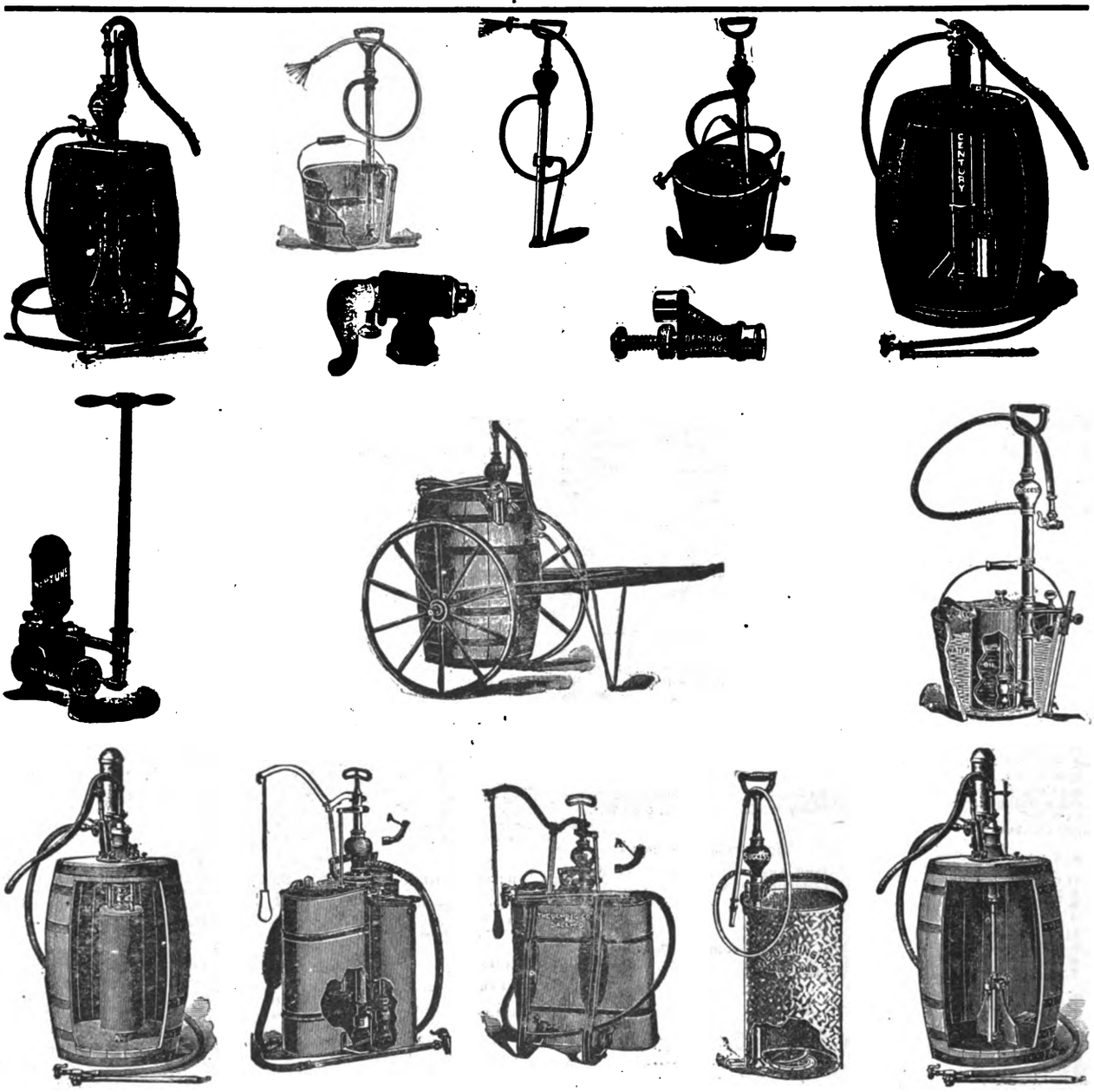
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HENION & HUBBELL, General Western Agents, 61-69 N. Jefferson Street, Chicago, Ill.

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HAND AND POWER PUMPS

FOR ALL PURPOSES

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GENERAL AGENCIES:
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CRANE CO., San Francisco, Los Angeles, and Portland.
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ORDERS EXECUTED THROUGH NEW YORK EXPORT MERCHANTS.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,"....20&10&5%
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114¼....50&10%
No. 208¼@214¼....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....℔ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24,1903..85&10@90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.10

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks..33⅓@40%
L. & I. J. White....35%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept.'96 30@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns....70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Extra 10% to 10&10

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....℔ gross, $1.75@$2.00
Goodell's Acme....℔ gross, 6.00
Hopper's....℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix....4%
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25:
No. 3, $2.50....75&10%
Universal, ℔ doz., $3.00....50%

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....80%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&10%
"Niagara"....45@50&5%
"Eureka"....45@50&10%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co. Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
40%
Galvanized Pump Chain....4½@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60.&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Steel " 80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....30%
Moore's "Direct"....50%

Carpet Stretchers—
Montross' "Excelsior,"...℔ doz., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....℔ doz.,...80c
Phoenix....50%
Socket....℔ doz., $1.75@$2.10

Carpet Sweepers— ℔ doz.
Bissell's "Cyco" Bearing "American Queen"....$27.00
Bissell's "Cyco" Bearing "Boudoir"....27.00
Bissell's "Cyco" Bearing "Ideal"....25.00
Bissell's "Cyco" Bearing "Gold Medal"....24.00
Bissell's "Cyco" Bearing "Premier"....24.00
Bissell's "Cyco" Bearing "Prize"....24.00
Bissell's "Cyco" Bearing "Welcome"....24.00
Bissell's "Cyco" Bearing "Superior"....24.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed....22.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed....24.00
Bissell's "Standard," japan trimmed....20.00
Bissell's "Standard," nickel trimmed....22.00
Bissell's "Crown Jewel," japan trimmed....19.00
Bissell's "Crown Jewel," nickel trimmed....21.00
Bissell's "Cyco" Bearing "Parlor Queen"....30.00
Bissell's "Cyco" Bearing "Crystal"....36.00
Bissell's "Cyco" Bearing "Grand"....36.00
Bissell's "Cyco" Bearing "Club"....54.00
Bissell's "Cyco" Bearing "Hall"....60.00
Subject to quantity rebates as follows:
8 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Misses"....9.00
(Subject to quantity discounts.)

National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
Marion Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 24 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing. Regular Finishes, full Nickel, 24 00
Transparent. Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Begular Bearings....18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ℔ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix....
Ohio Tool Co....
P. S. & W....
Swan....
Witherby....
70
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%
COLD CHISELS—
Good quality, ℔ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phœnix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ℔ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Starrett's Fay's Patent Spring Calipers and Div....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....25%
Barton's....20@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson....℔ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net....$3.00

Corn Hooks— ℔ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....25%
Snell's....¼&5%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ℔ gro.
Eclipse....7 in.$3.75 9 in.$4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
New York Stamping Co. List, Sept. 17, '97....40%
Phœnix....40%
Perfect....40%
Rubber, ℔ doz. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓@40%

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....30%
Perfect....65&10&10
Star (Coil), list Oct. '95....30%
Torrey's Rod....50@50&10%
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

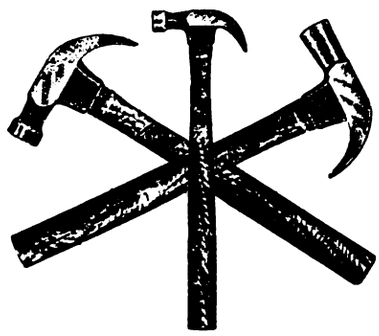
Drawing Knives—
Adjustable Handle....35@35&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S. & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's. 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....35@30%
Breast, Millers Falls, each $3 00.15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench....30%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

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DIAMOND TOOLS



A NICE LINE OF GOOD SELLERS THAT STAY SOLD



CHEAP, WELL-MADE PRACTICAL TOOLS FULLY GUARANTEED.

Springfield Machino Screw Co., Springfield, Mass., U. S. A.

NO. 1
All Hard

Massachusetts Hack Saw Blades

We claim we are the

Largest Manufacturers

OF HACK SAW BLADES

and metal cutting saw specialties in the world.



NO. 3
Concave





NO. 2
Flexible

Get our Special

Introductory Offer

Each and every blade is guaranteed to be equal to the best blade made.



NO. 4
Power Saw

Massachusetts Saw Works

SPRINGFIELD, MASS., U. S. A.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. .....25@30%

Egg Beaters—

Keystone ... .33⅓%
Spiral ....₱ gro. $4.25@$4.50
Standard Co.. .....Net prices.
Taplin Mfg. Co.....Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₱ lb..... .....10c } 20%
No. 54 to 150, ₱ lb.... ... ...10c }
Flour, ₱ lb.... .... 8c }

Enameline— ₱ gro.

No. 4 .. .. $4.50
No. 6 ..... 7.20

Escutcheons—

Wood.....35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₱ doz.

"Challenge" $3.00
Popes..... 3.00
Wilkinson's ....$3.00 net
Woetenholm's $3.25

Faucets—

Brass Globe Cocks .....65@65&10%
Brass Racking ....65@65&10%
Compression Bibbs .....65@65&10%
Compression Bibbs with flange 65&10%
Lever Handle Bibbs, Gr. Ky.
High..... .....65&10@70%
Fin.... ....65@65&10%
Frary's Iron Petroleum ...60@50&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₱ doz. $36.00..... .....40%
Lanes ....$10.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American..... ....75&5%
Arcade ....75&5%
J. Barton Smith ....75&5%
Disston's..... .....75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ....75&5%
Kearney & Foot ....75&5%
Mc Clellan..... ... .75&5%
Nicholson .. ..70&10%
Nicholson's X. F. Files .....80&30&10%
Royal. ....80@80&10%

IMPORTED—

Stubs.. .....Stubs' list, 30@33⅓%

Filters—

Acorn..... ....50%
Fulper's Natural Stone ..$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₱ doz. $78 00
Level Winding Steel Pivot Reel ₱ doz. $66.00
Auto Even Spooler .....₱ doz. 30.00
Gun Cleaner..... ₱ doz. 4.20
Lightening Fish Scaler..₱ doz. 3.00
Fish Hook Shield.....₱ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.... .... net prices

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers..... .. 60%

Forks—

Geneva:
Two-Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines ....50&10&5%
Four-Tine Hay..... ....60½%
Long Three Tine, Grain, &c... 65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler..... 65%
Four-Tine Baler 65%
Barley and Grain.....60&10%
Champion Hay..... 60½%
Champion Manure .....60&15&2½%
Champion Header..... 65
Four-Tine Manure .....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks.....70&2½%
Potato Digging... ... .60& 10
Baling Press..... 60&12½%
Stable and Fish..... 50&10&5
Heavy—
Sugar Beet..... .....50%
Vegetable Scoop.....50%
Coke and Coal..... ....50%
Cotton Seed..... .....50%
Sluice 50%

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.... .....
Barn..... .....
Sluice..... .....
Cotton Seed..... ..... } 40&10%
Coal and Coke..... .....
Stone..... .....
Tanners'..... .....
Shaving..... .....
Oyster..... .....

Fruit, Wine and Jelly Presses.

Enterprise ....20@25%

Fry Pans—

Standard List..... .....70&10

No....	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₱ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₱ 1000 ft.	
Hemp Fuse.....	$2.60	
Cotton Fuse	2.90	
Single Taped Fuse..	3.25	5@10%
Double Taped Fuse ...	4.20	
Triple Taped Fuse.	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.. ....50%
Clapboard ....25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's..... ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list...80@80&10%

Gimlets—

"Diamond" Gimlets, ₱ gr..$4.00@$4.25
Double Cut.... .....40&10@50%
Metal Head..... .....50&10%
Wood Head..... ....50%
Swan's, German Pattern ..40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ....25&25&10%
Mystic..... .....40%
Martins ....40&10%

Glue Pots—

Enameled 40%
Tinned ... .35%

Graters—

Enterprise ....25@30%

Graphite, Lubricating.

Dixon's Pure Flake
632- 1 lb. cans. .....20 cts. ea.
633- 5 " screw top tin cans. 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes,.... ..... 15 cts. lb.
645- 50 " " ..... 14½ cts. lb
646-100 " kegs. ..... 14 cts. lb.
647-350 " barrels. ..... 12 cts. lb.

Grindstone Fixtures—

Cronk's..... ... .30%
Forest City ....30@30&10%
Sargent's Patent ....60&10&10%
Stowells Extra Heavy .....50&10&10%
Stowells Light ....60&10%
P. S & W ....30&10@40
Reading..... .... 60%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₱ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... .40&5%
Sisal Rope 25%
Web Halters... ... . 45%

Halter Chain

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail .... .10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75..... .....40&10%
H. & B., Tack..... ...₱ doz. net $2.50
Maydole's .... 33⅓&5@40&10%
Phoenix, Tack.....40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... .40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb .....70&2½%
3 to 5 lb.... .....70&12½%
Over 5 lb..... .....
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ....40&5%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₱ doz.. $15 00

Handles—

WOOD—

Auger, assorted .. ₱ gr. $2.75@3.00
Auger, large ..... ₱ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 .....60&10%
No. 2 to 32⅛ 40%
Auger, Swan's Pat., ₱ set, No. 8, $1.00; No. 4, $1.25 ....25&10%
Axe, Pick, etc ....50@5 &10
Bliss Mfg. Co.
Chisel... .....
Brad Awl .... } 25@33⅓
File..... .....
Auger..... .....
Soldering Iron ... ..
Brad Awl ..... ₱ gr. $1.25@$1 50
Chisel, Worcester, Leather Cap'd ₱ doz., net 1 50
File, assorted ..... ₱ gr $1.12@1.25
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ... ... 60@60&5%
"Simplicity" File Handles, ₱ gr. $ .90@1 50
Saw and Plane .... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ....45@45&10%
Disston's. 50%

Hangers, Barn Door—

Old Pattern.... ... .60&10%
New England ..... .66⅔@70%
Lane's Covered. .. 50&10&10%
Lane's Hinge Pattern..net $7.20 ₱ doz.
Lanes:
Standard .....50&10&10&5
Special..... . 50&10&10&5
Track for same .....₱ 100 ft. net, $3.75
Cronk's Roller Bearing.....60&10%
Cronk's Steel, cov'd. Loose Axle....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₱ dozen pairs..... ... 60&10%
Myers' Stay-on .. .. 50&10%
Wilcox's New Century . 50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard..... net, $3.85
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1 10 ₱ doz.50%
Wrought..... .. 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... .. ..80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley.... .. 60&10&10%

Hay Tools—

P. E Myers & Bro.:
Comb. Car, Double Steel T.... $7 00
Comb. Car, Wood Track..... 7 00
Common 6 in. Wood Sheave Pulley Fig. 448.... ..... ₱ doz. 8.90
D. H. Fork Steel Regular ..each, 1.60
Double Grapple Fork . .each, 7.00
Double Rail Steel Track, complete with clamps..... ₱ ft. ... .20
Faultless Steel Frame K. P. Pulley, Fig. 435 .. ₱ doz. 4.50
Faultless Steel Frame 6 in Plain Pulley, Fig 485 .. ₱ doz 3 80
Floor Hooks ¾ in ₱ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 ... . ₱ doz. 4.50
Hanging Hooks for Double Steel Track ....₱ doz. 1 40
Hanging Hooks for Single Steel Track .... ₱ doz 1.40
Hanging Hooks for Wood Track, 10 in .... ₱ doz. 1.00
Hanging Hooks for Wood Track, 16 in 1.80
Malleable Frame K. P. Pulleys, Fig. 476 ..... ₱ doz. 1.60
Malleable Rafter Brackets, ₱ doz.
Nellis Fork .... each, 3.00
New Myers Iron Rod Car..... 7.00
Reed Wood Frame Pulley with Hook, Fig, 434 .....₱ doz. 4.00
Rev. Car., Double Steel Track.... 7.00
Rev. Car., Wood Track..... 7.00
Rope Hitch.....₱ doz. 3 00
Single Rail Car, Single Steel T 7 00
Single Rail Steel Track with clamps. ..... ₱ ft. .30
Sprout's Shear Fork, each.. ...$1.50
Steel Frame Pulley with Iron Sheave Fig 565. ₱ doz 8 50
Sure Grip Sling Car, Steel or Wood Track.....12.00
Walker Fork, each..... ....3.50
Wrought Rafter Brackets ₱ doz 70
Discount on above, 10%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40 &10%
Iwan's Hay, Sickle Edge, ₱ doz. net $10
Iwan's Hay, Imp. Serrated ₱ doz. net.....$16.00
Kohlers, Hay, Sickle edge per doz net $10
Auburn Straw..... .....40&10%
Lightning, from jobbers.....60&5%
Wadsworth's ... . 40& 10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₱ lb, 8½c. / 14 to 20 in., ₱ lb, 8½c. / 22 to 36 in., ₱ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1 01.

Light Strap Hinges.....80&5%	Extra 10%@10&5
Heavy Strap Hinges... 80&20&10%	
Light T Hinges ..... 75&10&5%	
Heavy T Hinges.....75&5%	
Extra Heavy T Hinges.....80&20%	
Hinge Hasps 70%	
Corrugated Heavy Strap 80&20&10%	
Corrugated Ex. Heavy T.....80&20%	

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges. 40%
Bardsley's Patent Checking 15%
Chicago..... .....25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₱ doz. $7.80 .....60%
N. E., Reversible, ₱ doz. $8.60.....60%
N. Y. State, ₱ doz. $4.90. ..... 50%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ₱ doz. $4.20.. .. .. 60%

BLIND HINGES—

Baltinger & Berkley.....50&25&4%
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3..... .....70&10%
Mortise Gravity. 50%
Nos. 1, 2, 3..... ..... 70&10%
Nos. 40 and 50..... .....70%
Parker..... .....70&10%
Sargent's, Nos. 1, 2, 5, 11, 13 ....70&10%
W. H. Co.'s No. 2 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.80 ₱ doz. sets .80&10%

Hitching Cords—

Covert Mfg. Co..... ....45%
" " " ....
Hitchers Stall.....35%

Hoes—

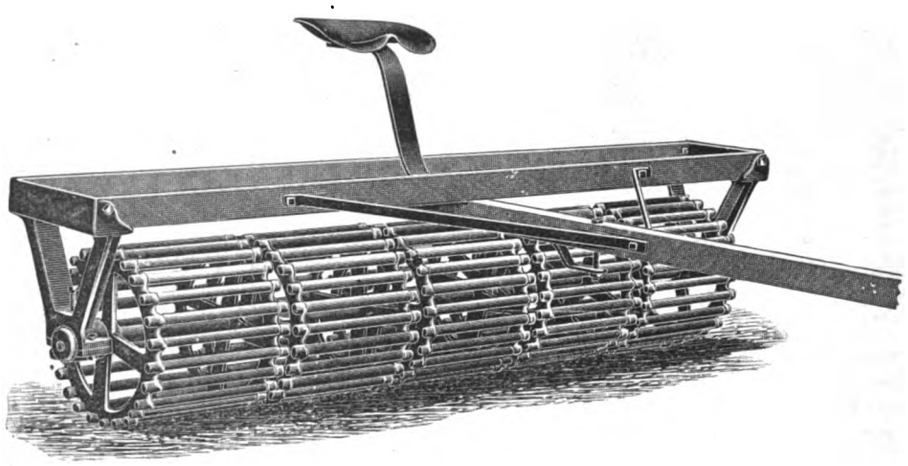
Columbian, Field and Washington Co .....70&10%
Meadow and Rhode Island.... 7 %
Ladies', Boys' and Toy. ..... 70&12½%
Onion, Turnip and Nursery..66⅔&2½%
Street and Mortar..... 70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'..... .....75&12½%
Straight Shank Planters ..7 &10&7½%
Mississippi Planters' .. ....75&10&7½%
Geneva Cotton..... .....70&10&10%
Ladies' Cotton..... ... .75&7½%
Cotton Chopper ....75&12½%
Rough and Ready Cotton.... 75&10%
Weeding Hoes ....66⅔&15%
Turf Edgers..... .....50&15%

Hoists, Chain—

"Moores'," Anti-Friction 30%
" Hand Hoist... .... 20%

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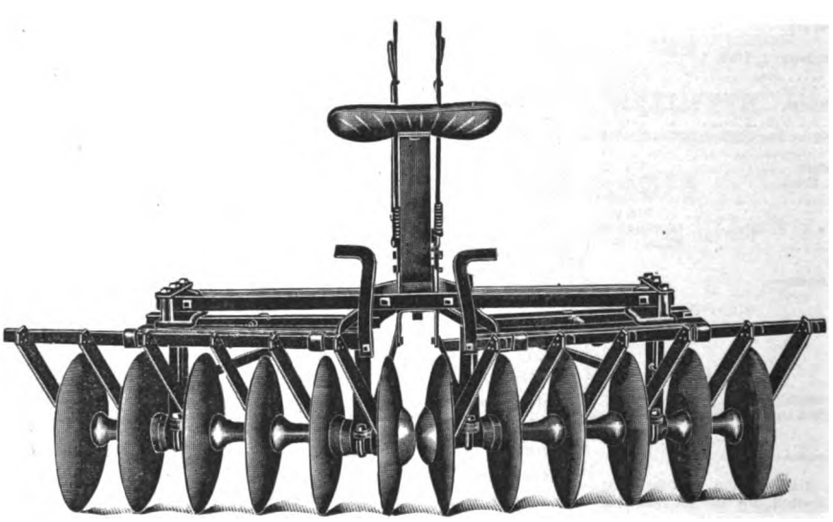
The Cyclone Pulverizer and Roller combined



BUILT IN
TWO SIZES
6 and 7 feet

The Bellevue Anti-Friction Disc Harrow

Write for
Catalog,
Prices,
Etc.



The Ohio Cultivator Co.

Bellevue, Ohio, U. S. A.

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretzinger Cut-Ezy.....℔ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list.....50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ℔ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE—
Atlas Coat and Hat..... 45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....℔ doz. $3 00
Hooks and Eyes—Brass:.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ℔ lb						12c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45
Jut.....45&0
Sisal.....2

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00..25@30%
No. 34, ℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..55%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
See Hay Knives.

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Bass' Rubber Tip, 2½ in. Bead, ℔ gr. .....$1.25@1.50
Carriage, Jap.....℔ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%

Latches— ℔ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
℔ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Confinental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style R., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6 50	each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
℔ doz. $12.00	$15.00	$24.00	.30%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ℔ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ℔ doz. $5.50; 2, $3.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....℔ doz. $5.00 30&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50...20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	5	
Each..	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz. 33⅓&5%

Nos.....	1	2	3	4	
	$14	$17	$19	$30	

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$5	$4.50	$6

Home No. 1, ℔ doz. $22-75.....50&10%
Little Giant.....33⅓&40%

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ℔ doz.....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18
Magnolia, Anti-Friction.....26c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ℔ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

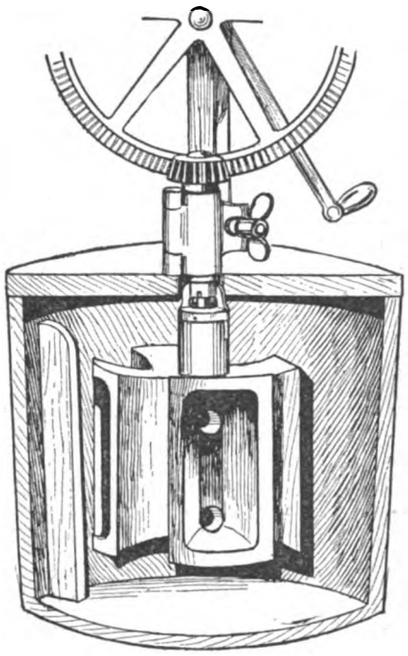
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ℔ gross....$21.00
" less quantity, ℔ dozen.. 2.00
Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk, ℔ doz.....$9.00
Cyclops.....40&10%
Eclipse.....℔ doz. 18 00, 25&10&10%
Eureka, No. 74.....℔ doz. net $8.50
Eureka, No. 75.....℔ doz. net 8.00
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....℔ doz. 4.25
" No. 3 D.....℔ doz. 3.75
Large,
" No. 2 B.....℔ doz. 4.75
" No. 2 D.....℔ doz. 4.00
Nail Sets ℔ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon.....4.00@4.75
Round, assorted.....3.00@3.25
Square.....4.00@4.25
Snell's:
Octagon.....℔ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7.50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@ 70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60 c ℔ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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ONE

Butter in a Minute



BUTTER OF THE FINEST QUALITY IS PRODUCED IN SIXTY SECONDS by the use of

The One Minute Churn

PROTECTED BY 57 PATENTS

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in less time than any other churn.

Construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Special offer, good for 90 days. Catalogue on request. Mention Hardware.

Cable Address: "Minute" or "Murphite" New York

The One Minute Churn Co., Inc.

MANUFACTURERS AND EXPORTERS

I. M. MURPHY, PRESIDENT

9 OLD SLIP NEW YORK, U. S. A.

SPECIAL OFFER TOTAL ADDER CASH REGISTER OFERTA ESPECIAL

CAPACITY $1,000,000



"WHAT THEY SAY."

CENTURY CASH REGISTER CO., LTD.,
Detroit, Mich.

GENTLEMEN—We now have in use six of your Cash Registers in our various Stores and are so much pleased with them that we take this occasion to write you about it.

We considered at first buying high priced Cash Registers, but upon making a close examination of your Machine we were so much impressed with its merit that we thought it folly to pay an extra price and get no better service.

We shall doubtless need several more Cash Registers and assure you that we will use your brand. Wishing you every success, we are,

Yours very truly,
PEARSON-LINN COMPANY,
Per A. C. Pearson, Gen. Mgr.

In many cases the larger dealers after receiving the first Machine have ordered a sufficient number to equip all departments in their places of business. Take for example the Pearson-Linn Co., have seven Centuries in operation in their mammoth Retail Establishment at Danville, Ill.

We are sure you will be equally as well pleased as many others who have accepted our offer.

Please let us hear from you. Every machine sent on 7 days' trial and guaranteed for 5 years.

SPECIAL OFFER.—We have a plan for advertising and introducing our machine to new trade which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date, 20th Century Cash Register for VERY little money and on VERY easy terms. Please write for full particulars.

Cajas Contadoras de Dinero, Totalizadoras.
Capacidad: $1,000,000

"LO QUE SE DICE"

CENTURY CASH REGISTER CO., LTD.,
Detroit, Mich.

MUY SRES. NUESTROS: — Tenemos en la actualidad seis de sus Cajas Contadoras en uso en nuestros distintos establecimientos, y nos hallamos tan satisfechos de ellas, que deseamos dirigir à Vds. la presente.

Pensamos al principio en comprar Cajas Contadores de alto precio, pero, después de hacer un examen cuidadoso de su aparto, quedamos tan favorablemente impresionados por sus méritos, que creimos un desatino el pagar un precio más crecido sin obtener mejor servicio.

Indudablemente necesitaremos varias Cajas Contadoras más, y pueden Vds. contar con que compraremos las Cajas de su marca.

Deseàndoles prosperidades, quedamos de Vds. Affmos. y S.S.

PEARSON-LINN COMPANY,
Per A. C. Pearson, Gerente.

En varias ocasiones ha sucedido que comerciantes de importancia después de poner en uso la primera Caja Contadora, han pedido un número suficiente para proveer todos los departamentos de su casa. Como un ejemplo, presentamos á la casa Pearson-Linn Co., quienes tienen en uso siete Cajas de la marca "Century," en su gigante establecimiento al detal en Danville, estado de Illinois. Tenemos la seguridad de que Vd. se hallarà tan complacido como lo han estado otros, de haber aceptado nuestra oferta. Celebraremos recibir sus gratas noticias.

Todas nuestras Cajas Contadoras se venden después de un ensayo de 7 dias, y se garantizan por 5 años.

OFERTA ESPECIAL.—Tenemos un sistema para anunciar é introducir nuestras Cajas Contadoras de Dinero entre nuevos clientes, y hacemos esta oferta, por algún tiempo, á todos los comerciantes acreditados, facilitándoles así por MUY poco dinero, y en condiciones MUY ventajosas, la acquisición de nuestra Caja Contadora de Dinero del siglo 20, que es la más moderna y de superior calidad. Solicítense pormenores de los fabricantes.

CENTURY CASH REGISTER CO.

656-658-660-662-664-666-668-670-672 and 674 Humboldt Ave. DETROIT, MICH., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes ... 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " "
} 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ... 60%
"Excelsior" Plumbago, ₩50&10%
Pure Packing "Excelsior" ... 50%
Extra ... 60%

MISCELLANEOUS— ₩ lb
American Packing ... 9c@10c
Cotton Packing ... 13c@14c
Italian Packing ... 10½c@12c
Jute ... 5c@5½c
Russian Packing ... 12c@13½c

Padlocks—
See Locks.

Pares—

APPLE— ₩ doz.
Advance ... $ 4.50
Baldwin ... 5.00
Bonanza ... each 6.50
Dandy ... each 7.50
Eureka, 1898 ... each 20.00
Family Bay State ... 15.00
Improved Bay State ... 36.00
New Lightning ... 7.50
Reading, 72 ... 4.00
Reading, 78 ... 7.00
Turntable, 1898 ... 6.75
White Mountain ... 6.00

POTATO— ₩ dos.
Victor ... $60.00
White Mountain ... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ... $3.17@8.75
Carpenter's, Blue or Red Lead ... 4.00@7.50
Office ... 1.87@7.50
Lumber ... 6.87
Colored Lumber ... 9.00
Black Artists ... 9.37
Colored ... $4.88@7.50
Assortment Boxes ... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire ... 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ... 40&10%
Bench, Second Quality ... 50&10%
C. E. Jennings & Co ... 50&10%
Molding ... 33 1-3%

IRON PLANES—
Chaplin's Iron Planes ... 50&10
C. E. Jennings & Co., Iron ... 50&10%
Sargent's ... 50&10&10
Standard Tool Co ... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ... 25&10@25&10&10%
Miscellaneous ... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" ..
Ohio ..
Sandusky ..
} 30&5@30&10&5%
Buck Bros ... 30%
Butcher's ... $5.00@5.25 to 2
C. E. Jennings & Co ... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ... 20&5@25%

Pliers and Nippers—
Button's ... 60&10@70%
Carew's Pat. Wire Cutters ... 25%
Cronk & Carrier:
Pliers.
No. 1 ... 60%
90 ... net, $9.00
40 ... 70%
50 ... 60%
65 ... 40%
70 ... 50%
80 ... 40%
85 ... 50%
Wm. Johnson's Gas Pliers ... 60⅔%
Smith's Side Cutting ... 25%
P. S. & W. Box Joint ... 40@40&10% Lap Joint ... 40&10@50
P. S. & W. Tinners' Cutting Nippers ... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ... 40&10&10
Davis':
Inclinometers ... 20%
Iron Levels ... 25&10%
Disston's ... 70%
Machinists' ... 25%
Pocket Levels ... 70&10@75%
Stanley's ... 40@40&10&10%
Stanley's Duplex ... 20@20&10&10%
Wood's Extension Sight ... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's ... 35%

Polish Metal—
Prestoline Liquid, New List ... 40%
Prestoline Paste ... 33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ... $ .50
₩ gross ... 4.N
½-lb. boxes, ₩ doz ... 1.25
1-lb. boxes, ₩ doz ... 2.25
U. S. Liquid, 8-oz cans, ₩ doz ... 1.25
₩ gross ... 12.00
Barkeeper's Friend Metal Polish, ₩ doz ... 1.75
₩ gross ... 18.00

Polish, Stove—
Dixon's Plumbago ... ₩ lb
Joseph Dixon's ... ₩ gro. $5.75, 10%
Gem ... ₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt ... $ .75 $ 7.00
1½ qt ... .85 9.50
2 qt ... 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00 ... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger ... $34.00, 25%
Kohlers:
Little Giant ... per doz., net $12.00
Hercules ... " " 10.00
Invincible ... " " 9.00
Pioneer ... " " 7.20
Universal ... " " 13.00
New Champion ... " " 6.00
Rival ... " " 8.00
Ryan's ... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ... 40&5%
Perfection ... ₩ doz. net, $8.25
Split Handle ... " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ... $6.50

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.75
Perfection ... " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ... 75&10&2%
Hop Hooks ... 60&10&2½%
Potato Hooks ... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ dos. $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ... 60&10%
Rockdale Pruners ... 33⅓%
Standard Tree Pruners ... 75%
E. S. Lee & Co.'s Pruning Tools ... 40%
P., S. & W. Co.'s Shears ... 40%
Waters' Tree Pruners ... 75&10%
Wheeler, M. & C. Co.'s Combination ... ₩ dos., $12.00, 25&10%

Pulleys—
Awning ... 60@60&10%
Axle ... 50&10@60%
Brass Screw ... 45&10%
Ceiling ... 50@10&60%
Clothes Line, Japanned ... 60%
Common Sense ... 60%
Dumb Waiter ... 60@60&10%
Empire Sash Pulley ... 60%
Fox-all-steel:
No. 3 2½-inch wheel, ₩ doz. in barrel lots, ₩ poz. 23¾c
No. 7, in barrel lots ₩ doz ... 25c
Extra for plated finish, ₩ doz ... 30c
Extra for antique bronze bushing, ₩ doz ... 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots ... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00 ... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $3.00 ... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ... 50%
Hot House ... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ... 40%
Side, Anti Friction ... 50%
Shade Rack ... 45%
Upright ... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' ... 50%
Spray Pumps, Myers' ... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump ... $18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump ... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump ... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump ... 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump ... 15.00
No. 32, Fig. 328, 3 in. Deep Well Pump ... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump ... 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump ... 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump ... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump ... 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump ... 16.00
No. 102, Fig. 448, 3 inch Lift Pump ... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump ... 11.00
No. 128, Fig. 510, 3 in. Lift Pump ... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump ... 8.00
No. 235, Fig. 389, Windmill Pump ... 12.50
No. 235, Fig. 408, Windmill Pump ... 16 00
No. 240, Fig. 406, Regulator Pump ... 28.00
No. 268, Fig. 513, Low Down Tank Force Pump ... net, 5.00
No. 302, Fig. 477, Spray Pump, complete ... 11.50
No. 320, Fig. 492, Bucket Spray Pump ... 5.00
No. 330, Fig. 547, Knapsack Spray Pump ... 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive ... 50%
Check ... 55%
Spring ... 50%
Morrill's ... 50%
Niagara Hollow ... 45%
Niagara Solid ... 55%
Saddlers' or Drive, good ... 60@65%
Snell's Tinners' ... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat ... 15%
Tinners' Solid, P. S. & W. Co., ₩ doz ... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co., ... 30%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet ... $1.40 1.55 $1.60
Barn Door, "None Better" No. 1, ₩ foot ... 5½c
Barn Door, "None Better" No. 2, ₩ foot ... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c ... 70%
Double Flange, ₩ foot, 8c ... 70%
Carrier Steel Rail, ₩ foot ... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ... 3½c
Double Braced ... 3½c
Lane's:
O. N. T. 1 in. ... net, $3.00
O. N. T. 1¼ in ... net, 3.75
Stowell's Wrought Steel ... 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot ... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot ... 5½c
Sliding Door, Wrought Brass, 1⅛ in., ₩ lb, 35c ... 10@20%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ... 70&10%
Never Break Garden ... 75&10%
Queen City Lawn ... 40%
Kohlers:
Net
Lawn Queen ... 20, $3.60
" " ... 24, 3.75
Jumbo Lawn ... 36, 5.40
Paragon (Wood Head) ... 2.85
Steel, Garden, 10th ... 2.50
" " 12th ... 2.70
" " 14th ... 2.85
" " 16th ... 3. 0
Geneva Garden and Gravel ... 70%
Geneva Weldless Garden ... 75&15%
*Toy Shank, Steel ... 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall. Light Braced Straight ... 70&10%
*Mall. Heavy Sgl. Shank " ... 70&10%
*Lawn, No. 1 ... 70&10%
*Lawn, No. 2 ... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's ... 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ... List net
Boracic ... 60&10%
Fox ... 40%
J. R. Terrey Razor Co ... 20%
Wosteoholm and Butcher, $10.00 to $ ... 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ...
White Japanned ...
Bronzed Finishes ...
Electro-Plated ...
Nickel Plated ...
} 70 to 75%
White Porcelain ... 60%
Solid Brass and Bronze Metal ... 50%

Revolving Chimney Tops—
Iwans' Volcaneo ... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ... 50@50&10%
Hose with Burrs ... 50@50&10

IRON OR STEEL—
Tinners ... 70%
Miscellaneous ... 70%

Rivet Sets—
Regular List ... 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ dos. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger ... 15½c
2d grade, ¼ in. and larger ... 14½c
Jute Rope:
A grade ... 6½c
C grade ... 6
Manila:
7-16 in. and larger ... 12 c
⅜ in ... 12½c
¼ and 5-16 in ... 13 c
Steel:
7-16 in. and larger ... 8½@9½c
⅜ in ... 9@10c
¼ and 5-16 in ... 9½@10½c

Rules—
Athol, Steel ... 33⅓%
Boxwood ... 60&5@60&10&5%
Ivory ... 35&10@35&10&10%
Lufkin's:
Steel ... 50&10%
Lumber ... 60&10%
Miscellaneous, Stanley's ... 55&10c
Starrett's Rules and Straight Edges, Steel ... 35&10

Sad Irons—

ASBESTOS—
Polishing ... 50%
Pressing ... 50%
Laundry ... 45%
Tourist ... 50%
Toy ... 50%
Blacklock:
Plain Black in Cases ... $2.90
Bronze Finished in Cases ... 3.15
Aluminum Finish " " ... 3.15
Full Nickel " " ... 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ... 50&10@60%
Garnet Paper ... 30@30&5%
Sand and Emery Paper ... 50&10@60%

Sash Balances—
Caldwell Mfg. Co ... 50
Victor Bronze ... 75%
Victor Steel ... 70

Sash Chain—
Competition ... 50&10%
Giant ... 40%
Monarch B. C. Co ... 70%
Royal Metal ... 65&5%
Steel B. C. Co ... 70&10%
Steel, Copperplated ... 70%
Victor Bronze ... 70%
Victor Steel ... 75%

Sash Cord and Weight Fastener
Ives ... 40%

Sash Cord—
Cable Laid Italian ... ₩ lb 16@18c
Cable Laid Russia ... ₩ lb 13½@14c
Common India ... ₩ lb 9@10c
Patent Russia ... ₩ lb 12½@13c
Patent India ... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 33½@35c
"Samson" Braided Italian Hemp ₩ lb 33½@35c
"Samson" Braided Linen ... ₩ lb. 49c
Massachusetts:
White, Cotton ... 33½@34c
"Phoenix" ... 19@22c
Silver Lake:
A Quality, Drab ... ₩ lb 40c, 5%
A Quality, White ... ₩ lb 35c, 5%
B Quality, Drab ... ₩ lb 35c, 5%
B Quality, White ... ₩ lb 30c, 5%
United States:
B Quality ... ₩ lb 16½c
C Quality ... ₩ lb 17½c
White Cotton, Hard Braided ... ₩ lb 18c

Sash Fasteners.
Ives "Crescent" ... 50%
Sash Rollers ... 70%
Ives Shutter Bars ... 45%
Shutter Sheaves ... 60%
Window Screen Sash Lifts ... 66⅔%

Sash Locks—
Champion Meeting Rail ... 70%
Champion Side ... 60%
Fitch's:
Iron ... 70%
Bronze and Brass ... 66⅔%
Ives' Patent:
Wrought Steel ... 55%
Bronze M. Knob ... 55%
Wrought Bronze and Brass ... 50&5%
Cast Iron ... 60&2½%
Cast Bronze and Brass ... 55&7½%
Payson's Signal ... 30%
Reading ... 60&10&10%

Sash Weights—
Ton lots at factory ... $26.00

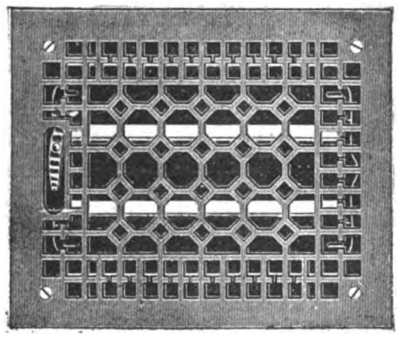
Sausage Stuffers or Fillers—
Draw Cut, No. 4 ... each $30.00, 20%
Enterprise Mfg. Co ... 25@25&7½%
National Specialty Mfg. Co ... 30%

Saws—
Atkins:
Band 3 to 14 in. Wide ... 50%
Band ⅛ to 3-16 in. Wide ... 60%

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THE FANNER MFG. CO.,

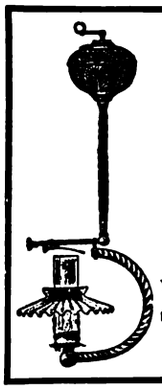
CLEVELAND, OHIO.



SQUARE and CONVEX REGISTERS

JAPANNED, BLACK OR WHITE.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.



THE "CROWN" INCANDESCENT GASOLINE LIGHTS

Latest and most Perfect on the Market

Write for Catalogue and Prices

The Whiteman Mfg. Co.,
CANTON, OHIO.

EMBOSSED METAL CEILINGS

ARE NO EXPERIMENT.

THEY HAVE COME TO STAY.

Why not take the Agency for good metal ceiling n connection with your business. "Canton" Metal Ceilings are good metal ceilings, and the construction admit of their being applied in one-half the time of others. Made in a large variety of beautiful classified designs, to suit any building.

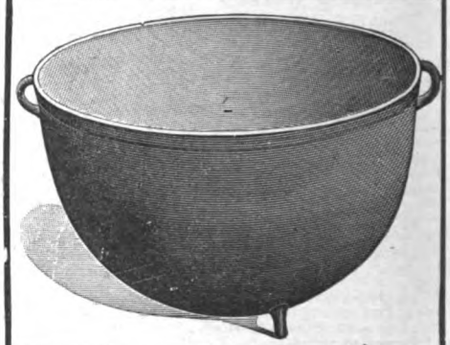
METAL CANTON CEILINGS

WRITE FOR OUR MAMMOTH CATALOG F.

The Canton Steel Roofing Co.,
Canton, O.

New York Office:
157 W. 23d. St.

SUGAR KETTLES.



6 to 35 gallon size.
Weight 24 to 95 pounds.

ENGLISH POTS.

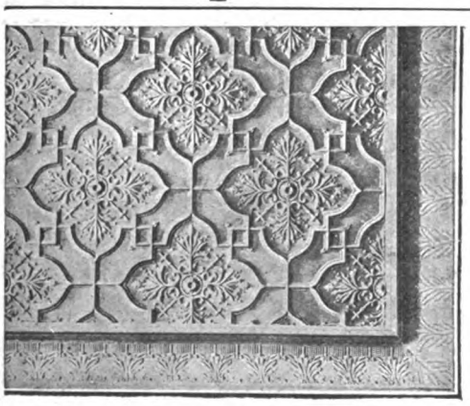


Made in sizes from 1 to 20 gallons.
Weight 5 to 69 pounds.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

BLACKLOCK FOUNDRY,
SOUTH PITTSBURGH, TENN.

NORTHROP'S Stamped Steel Ceiling



SILVER MEDAL
PARIS EXPOSITION 1900

CHOICEST DESIGNS
EASILY APPLIED
Clean Cut Stamping
Well Painted and Boxed

THE HARDWARE TRADE SHOULD CARRY THIS IN STOCK

Metal Tiling for Kitchens, Bathrooms, Etc.
Copper Plated Steel for Vestibules, Lobbies, Etc.

SEND FOR CATALOGUE

H. S. NORTHROP

40 Cherry St. NEW YORK

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Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&40
Gang....50%
Hand, Panel and Rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws....25%
Disston's:
Circular, Solid and Inserted Tooth..50%
Band 3 in. to 14 in. Wide....60%
Band ¼ in. to 2¾ in....70%
Cross Cuts....45%
Narrow Cross Cuts....55%
Mulay, Mill and Drag....50%
Framed Wood Saws....35%
Wood Saw Blades....35%
Wood Saw Rods....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination....30%
Compass, Keyhole, Pruning, Dovetail, &c....25%
Butcher Saws and Blades....35%
C. E. Jennings & Co.'s:
Butcher....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts....50%
Hand Panel and Rip....30%
Richardson:
Circular and Mill....50%
X Cuts....50%
Hand Saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—

Chatillon....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades....25%
Sterling Hack Saw Frames....20%
Disston's:
Concave Blades....25%
Keystone, Flexible Back and Machine Blades....40%
Hack Saw Frames....30%
Griffin's:
Complete....40&10%
Saw Blades....35&5&10
Star, Saws and Blades....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ℔ doz....25%

Saw Frames—

C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets -

Atkins:
Criterion Saw Sets....℔ doz. $6.00
Excelsior Saw Tools....℔ doz. 6.00
Bemis & Call Co.'s:
Cross Cut....30%
Hammer, New Pat....45%
Plate....20%
Spring Hammer....30%
Disston's Monarch, Nos. 1 & 10 and Star....25%
Hart's Pat. Lever....20%
Kohler's:
"Giant Royal"....℔ doz. $8.50
"Royal"....℔ doz. 5.00
Leach's....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63....50%
Cross Cuts Nos. 8 and 4, $20.63; No. 5, $30.00....50%
Nash's....30&10%
Richardson's....25%
Seymour Smith & Son, Hammer ℔ doz....$4.75
Stillmans....℔ doz. 1.00
Tainter's Positive $18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka....20%
Favorite....40%
Grocers' Trip Scales....40%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform Plain....1.50@ 2.00
Striped....2.00@ 2.50
Pelouze....50%

Scale Beams—

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00....40&10%
Box, 1 Handle....℔ doz. $2.00
Box, 2 Handle....℔ doz. $3.00@4.00
Foot....55&5@60&5%
Ship Common....℔ doz. $2.40 net
Ship, R. I. Tool Co....10%

SIDEWALK -

Kohler's, Steel No. 7....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
¾ in., Style E, Fancy Screen Doors....$10.50
¾ in., Style G, Common Screen Doors....6 75
7-8 Style K-4 Screen Doors....8.75
7-8 Style X-Y Screen Doors....11.00

WINDOW—

Porter Screen Mfg. Co....60@60&5%
Phillips:
Fiver....60&5%
Perfection Screens....60&5%
Improved Window Screen Frames....60&5%

Screw Drivers—

Brace Screw Drivers....25&10&5%
Buck Bros....30%
Screw-Driver Bits....87½%
Champion....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01....℔ doz. $6.00 net
Electric Spiral No. 02....℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3....$12, 50%
Howard-Allard....{A1 ℔ doz., $9.00 net; A2 ℔ doz., 8.00 net}
C. E. Jennings & Co....40&10%
Jennings & Griffin....66⅔%
Jones Reversible Spiral No. 1, ℔ doz. $18.50 net; No. 2 ℔ doz....$12.00
Phoenix, Spiral....50%
Sargent & Co.'s:
No. 1 Forg. Blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86....70&10%
Snell's No. 5....70&10%
No. 10....75&10%
Nos. 20 and 30....70&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Baisley's Patent....33⅓%
Williamson's:
Beauty, ℔ doz....$1.00 } 40%
Gem, ℔ doz....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point..87½&10%
Iron, Bright Flat Head....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head....85&10%
Brass, Round Head....60&10%
Bronze, Flat Head....77½&10%
Bronze, Round Head....75&10%
Nickel Plated, Iron Flat Head..77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head....50%
Brass, Round Head....50%
Iron, Flat Head....50%
Iron, Round Head....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail....60&10%
Lag Screws. List, January 30, 1895.
Cone Point....70&15%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech....33⅓@35%
Chair....60&10%
Hand, Wood....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing....50%
Jack Screws, Millers Falls, without Roller Bearing....50&10&10%
Jack Screws, P. S. & W....40@40&10%
Jack Screws, Sargent's....60%
Piano Stool....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15....25%
Barnes' Scroll Saw Blades....40%
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes— ℔ doz.

Natural Finish, Grass....$5.00
Polished Blade, Grass....5.50
Painted or Bronzed, Grass....4.50
Clipper, Grain....7.50
Weed and Bush....5.00

Scythe Rifles.

3-"oat....$10.00 ℔ gro. } 40%
4- " ....$12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain .... 9.00 " "
Black Diamond.... 12.00 " "
Lamoille.... 11 00 " "
Green Mountains... 6.00 " " } 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery....15.00 " "

Seeders—

Raisin, Enterprise....25@30%

Shears—

Acme (Cast)....40@40&5%
Ætna, Steel Japanned....80&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....net
Carrier Cutlery Co.:
N. P. Straight Trimmers....66⅔%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons....50%

Sheaves—

SLIDING DOOR—

Corbin's list....60&10&2½
Hatfield's Pattern....70&10@80%
M. W Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895....60&2½

SLIDING SHUTTER—

Reading list....60%
R. & E. Mfg. Co.'s....60@60&10%
Sargent's list....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars—

Ives'....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..℔ gross, $10@$11.50

Skate Sharpeners—

Eureka....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbe....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x14....40%
Enterprise....25@30%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 Knife....℔ gro. $16.50@$20.00
2 Knives....℔ gro. 22.50@ 30.00
Kraut Cutters....50%
Woodrough & McParlin....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport....5%
Fitch's:
Bolt....45%
Bristol....40&10
Champion....40%
Clipper....50&10&5%
Empire....50&5%
National....50&5%
Security....40%
Victor....60&5%
German, new list....40%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps....40%
Breast Strap Protector....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps....45%
High Grade Snaps....45%
Jockey Snaps....30&10%
Derby Snaps....30&5%
Rope Snaps....40%
Yankee....30&5

Snaths -

National Snath Co:
Scythe....45%
Grain Cradles....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron....℔ doz. 50&10%
Millers Falls....15&10%
Seymour Smith & Sons, Iron....20%
Wm. Johnson's:
Wood, Best....30%
Wood, 2d quality....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847"....40&10%
"Anchor"....50&10%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....50&10%
Holmes & Edwards....50&10&10%
German Silver, unplated....60@60&10%

KNIVES AND FORKS NO. 1—

℔ doz. net.
"1847"....$3.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel 60&10&10&10%
Winterbottom's Try and Mitre....40&10%
Nickel Plated. New List Jan. 5, 1900....70&10%@75
Steel and Iron....70&10%@75

Staples—

Barbed Blind—⅛, 5/16, and ¾ inch, ℔....6½c.@7c.

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50....66⅔%
" Nos. 55 and 56....70&10%
" No. 60....60%
" No. 65....60&10%

Steels—

Chatillon's "Dicks"....30%

Stock Fountains—

The B-B Mfg. Co.:
"Dewey," ℔ doz., net....$18

Stocks and Dies.

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35@40%
Gardner....33⅓&10%
Holroyd & Co....50@50&5%
Holroyd's R'd Adj Screw Plates....50%
Lightning Screw Plate....35%
Reece's New Screw Plates....25@30%

PIPE MAKERS—

Holroyd & Co....75&10@80&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's....10%
Myers' Noiseless....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks....90&20%
S. S. Cut Tacks....90&30%
Carpet Tacks:
American, Blued....90&10&10&10%
American, Tinned....90&10&10&10%
Swedes Iron Tacks.
S. S....90&30&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10%
Finishing Nails....70&10%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, Steel....80&30&5%
Lace Tacks:
S. S....90&40%
Looking Glass Tacks....70&10%
Trimmers' Tacks:
S. S....90&30&10%
Trunk and Clout Nails:
Steel, Black....80&5%
Steel, Tinned....80&5%
Upholsterers's Tacks:
S. S....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk....80%
Matting....80%
Shade, in dozens....90&10&10%
Shade, in bulk....80%

Tack Pullers

Columbia, No. 1, ℔ doz., net....$1.00
Columbia, No. 2, ℔ doz., net....1.50
Little Jack....℔ doz....1.00

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PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No. E 90 AS SHOWN 24 Lbs.
No. T 90 WITH TIN SCOOP.
No. 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.



PERFECTED
GRANITE ROOFING

The Standard
Ready Roofing

"Will not run" from roof or siding—is not affected by heat, cold, rain, snow, acids or steam—it is more sightly—far safer—decidedly cheaper, and more durable than any other material used for the purpose.

Very easy to apply, and once laid requires no recoating and will last for years without attention.

Send for Photo Phamplet.

Eastern Granite Roofing Co.
Irving Building, New York



Everything In Its Place
Why not your tools?
The best place for them is the
No. 1903 HANDY TOOL CHEST

We manufacture Tool Chests of all sizes, fitted up with a superior quality of tools, for boys, youths, gentlemen, housekeepers, farmers, planters, carpenters, railroads and mines. Also machinists' empty tool chests.

There's money in handling them. Write us. Mention Hardware.

AMERICAN TOOL CHEST CO.
200 W. Houston Street
NEW YORK, U. S. A.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

THERE'S MONEY IN RAIN
and rough weather if you carry
Blizzard Storm Fronts

The front that closes up a buggy in half a minute. Cleverest, easiest adjusted, quickest selling. Millions read our ads in the popular weekljes, magazines, agricultural papers, etc. **Only** storm front advertised. People write us all the time asking where they can get these fronts. We'll send inquiries from your locality to you if you handle "Blizzards."

THREE FREE

We will express you prepaid, as a trial order, three Blizzard Storm Fronts on the condition that if you sell them within thirty days you pay us, if not, you return them **at our expense.** Liberal, but risky? No risk at all. **We know** you will sell them and write us for more. **Order today.**



Not a drop can touch you when your buggy is closed up by the
Blizzard Storm Front
(Patented in United States and Canada.)
Fits Any Buggy
Adjusted in 30 seconds without getting out or removing gloves, sides open and close as quickly and easily as a door, large line pocket, guaranteed satisfactory. The large window, 12 x 20 inches, is a pliable transparent material that won't break. Rubber Cloth, $3.00; Heavy Rubber Cloth, $3.50.
Ask your dealer and be sure that trade-mark "Blizzard" is stamped on inside under window.
Sold by Vehicle, Harness and Hardware dealers. If yours hasn't it, write us. *Illustrated booklet free*
Vehicle Apron & Hood Co., 211 E. Rich Street, Columbus, Ohio.

The Vehicle Apron & Hood Co.
212 E. RICH STREET COLUMBUS, OHIO

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Tapes, Measuring—

American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to 2 in. inc.....65&10%
2 1-8 to 3 in. inc.....40%
3 1-8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....60&15%
Pipe 3½ & 4 in.....60%&15%

Thumb Latches—

See Handles.

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 308 and 304, ℔100.....net. $14.00
Payson's:
Balance, Iron List.....30%
Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@45&5%
Victor.....75%@7%&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; ca of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Eggs Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5.00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Pianer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&10%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders.

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....35&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List.....85&10%@85&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. $1.15@1.35

Wire Rope—

New List July 1, 1899.
Bright.....40&2½%
Cast Steel.....30%
Iron, Galvanized, add 10 per cent to list.....33&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10@60%
Alligator.....65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright.....55%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....30%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 40c
Linseed, City, Boiled, in barrels, ℔ gal. 42c
Out of Town on Spot.....℔ gal. 38c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....67c
Lard, Extra, No. 1.....54c
Lard, No. 2.....44c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 5¼@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs. ..℔ lb. net 7¼c
In lots of 500 lbs. and over...℔ lb. 6¾c
White Lead, Eng., in Oil..℔ lb. 7¾@9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....$1.40
In bladders.....2.40
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12½ lb.....2.50

Spirits Turpentine—

In regular bbls.....61 @61¼c
In machine bbls.....61¼@ 62c

Dry Colors—

	℔ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 3½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13 @15	c
Black Lampblack, common	8 @10	c
Blue, Chinese	35 @40	c
Blue, Prussian	32 @35	c
Blue, Ultramarine	14 @18	c
Sienna, burnt	11 @13	c
Sienna, raw	11 @13	c
Umber, burnt	11 @13	c
Umber, raw	10 @13	c
Brown, Vandyke	10 @13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Carr & Co., New York.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.

All Steel Hatchets.
Warren McArthur, Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.
Peters Cartridge Co., Cincinnati, O.,

Animal Pokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Awning Lines.
Samson Cordage Works, Boston, Mass.

Axes and Edge Tools.
Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E. Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva O.

Beet Hoes.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Bruce & Cook, New York.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Blue Flame Stoves.
Sun Stove Co., Detroit, Mich.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

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Brass Goods Mfg. Co., Brooklyn, N.Y.

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Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

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Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co., New York
Standard Metal Strap Co., New York.

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John H. Graham & Co., New York.
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Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

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Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

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Schwerdtle Stamp Co., Bridgeport, Conn.

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Magnolia Metal Co., New York.

Brass Cuspidors.
John Bassimer & Sons, New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
New Haven Incubator Co., New Haven, Conn.

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John Sommer's Son, Newark, N. J.

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Shaw Walker Co., Muskegon, Mich

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John Chatillon & Sons, New York.
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John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
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Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
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J. D. Warren Mfg. Co., Chicago, Ill.

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Eagle Supply Co., New Haven, Conn.
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Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York

Carpet Stretchers.
George S. Knapp, Bridgeport, Conn.
Sitterly Novelty Works, Auburn, N.Y

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Columbus Bolt Works, Columbus, O.

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Silver Mfg. Co., Salem, Ohio.

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Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cartridges
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chalk Lines.
Samson Cordage Works, Boston, Mass.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chimney Tops,
Iwan Bros., Streator, Ill.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Firmer.
Alfred Field & Co., New York.
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Sargent & Co., New York.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
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American Shearer Mfg. Co., Nashua, N. H.
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Household Manfg. Co., Buffalo, N.Y

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Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
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J. D. Warren Mfg. Co., Chicago, Ill.

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Goodell Co., Antrim, N. H
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Cut Nails.
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Cut-Offs, Rain Water.
Cooney & Geiger, Indianapolis, Ind.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
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Cronk & Carrier Mfg. Co., Elmira N. Y.

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(See Twist Drills.)

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Sargent & Co., New York.

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Iowa Farming Tool Co., Fort Madison, Iowa.

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John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Jones Iron Works, Buffalo, N. Y.
Van Dorn Iron Works Co., Cleveland, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
American Filter Co., Milwaukee, Wis.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Extinguishers.
John Bassimer & Sons, New York.

Fish Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Fishing Reels.
A. W. Bishop & Son, Racine, Wis.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago

Frame Pulleys.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport Conn.
Walworth Mfg. Co., Boston Mass.

Gasoline Lamps.
Standard Gas Lamp Co., Chicago, Ills.
White Manufactnring Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Sun Stove Co, Detroit, Mich.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Water Coolers.
Appert Glass Co, New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co, Geneva, O.
Iowa Farming Tool Co., Fort Madison., Ia.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Fred. D. Bischoff & Co., Chicago, Ills.
Cronk & Carrier Mfg. Co., Elmira N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Iwan Bros., Streator, Ill.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Harness Dressing.
Frank Miller Co., New York, N. Y.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co, Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa

Hay Carriers
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Knives,
Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baitinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co, Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H. C. H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ills.

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts.
E. L. Ruggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Cracks
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Voigt Starr & Co., New York.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt Starr & Co., New York.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers,
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord.
Samson Cordage Works, Boston.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co, New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Sharpeners.
E. Thompson Warn, Dixon, Ill.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scoops.
Avery Stamping Co., Cleveland, O.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport, Conn.

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Sewing Machine Needles.
Shrimpton Mfg. Co., New York.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Sheet Iron.
Bruce & Cook, New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Shepherd Crooks.
Iowa Farming Tool Co., Fort Madison, Iowa.

Shipping Tags
American M'f'g Co., Battle Creek, Mich

Shoe Knives.
C. J. Kimball Co., Bennington, N. H.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Steel.
Avery Stamping Co., Cleveland, Ohio.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Brackets.
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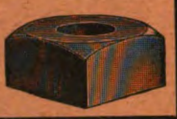
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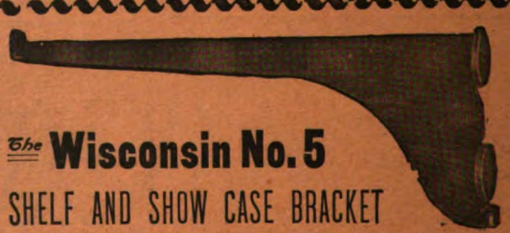
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AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION
FIFTH CONVENTION

ATLANTIC CITY
1903

Vol. XXVIII No. 4

NEW YORK, NOVEMBER 25th, 1903

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VOL. XXVIII. NO. 4.
NEW YORK, NOVEMBER 25, 1903.

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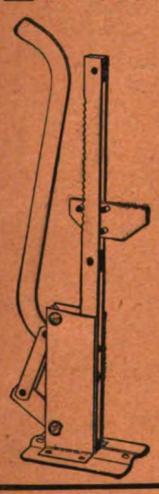
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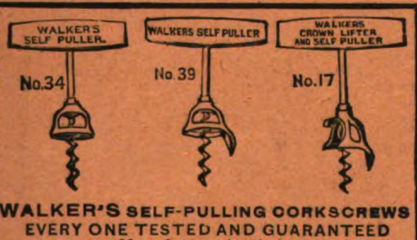


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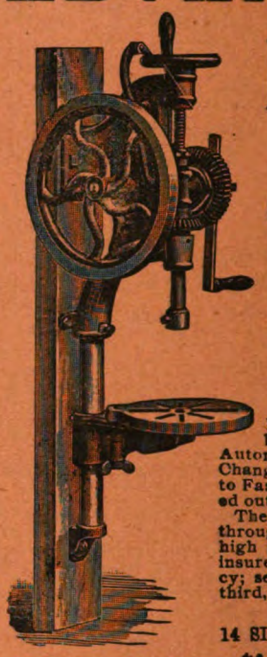
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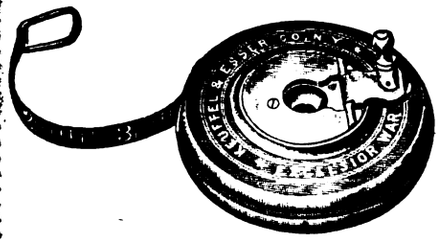
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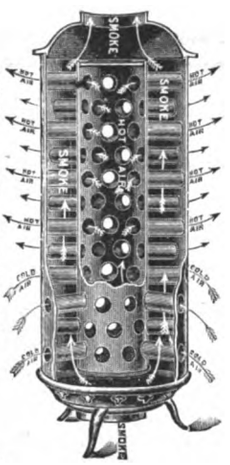
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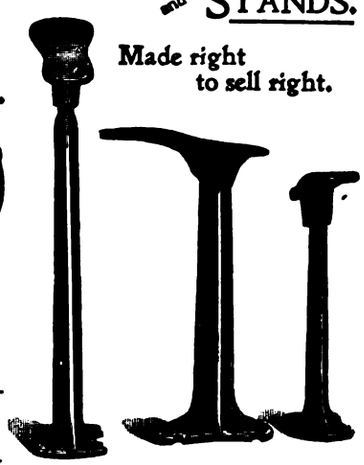
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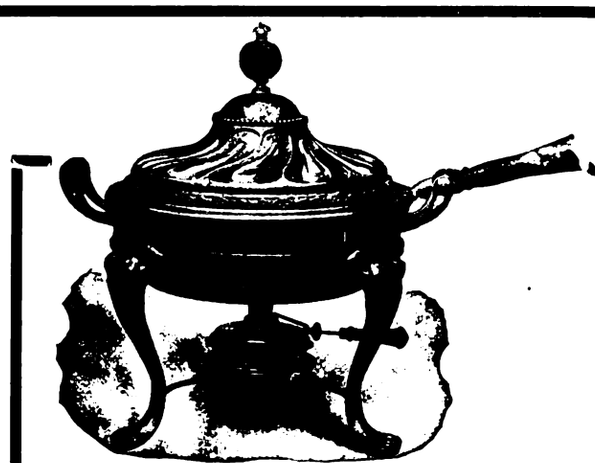
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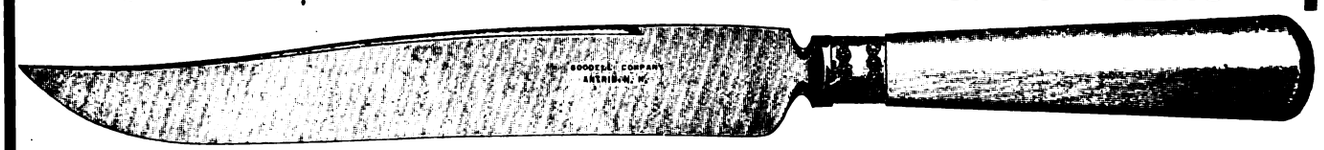
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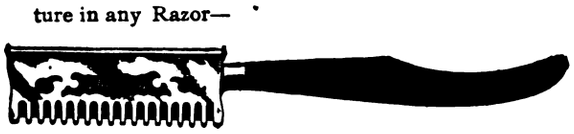
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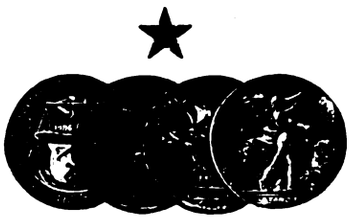
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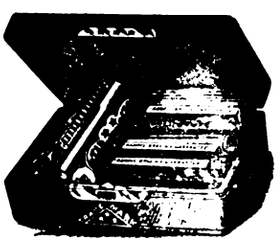
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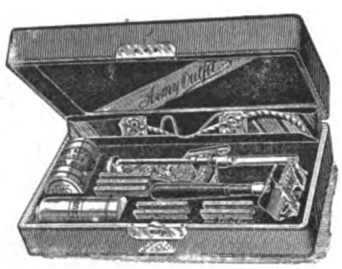
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Ready for Use.



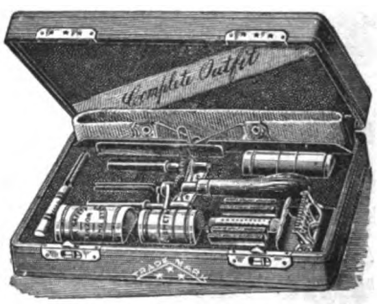
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ARMY OUTFIT "STAR" SAFETY RAZOR



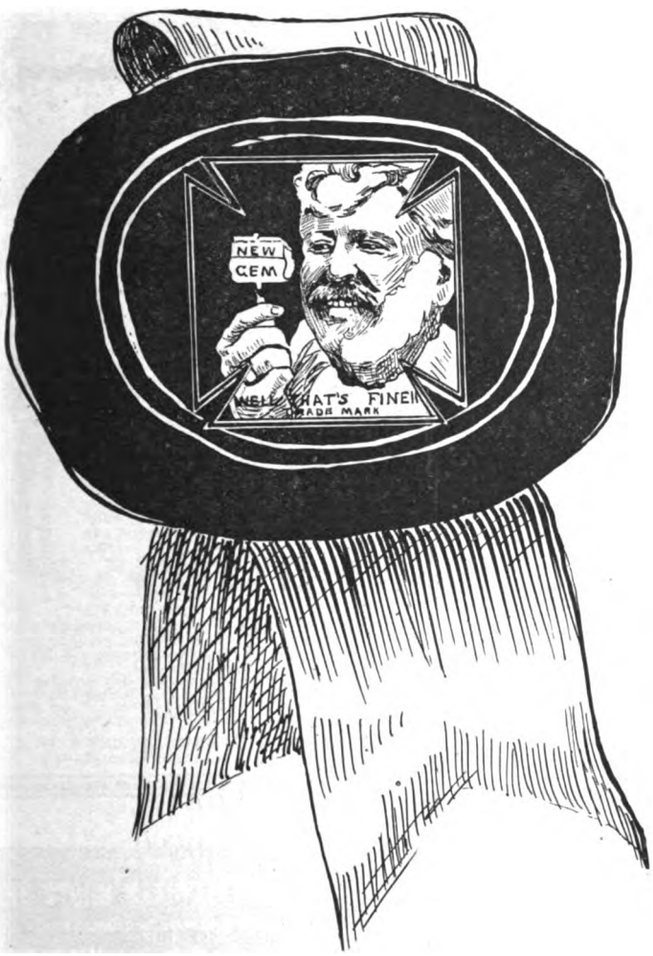
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Are men of prominence and a multitude of others, in all parts of the world using it? Because its work is clean, safe and quick.



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Price $3.50



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Price $6.00

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They are quick sellers and, besides, there's more money in handling them than other kinds.

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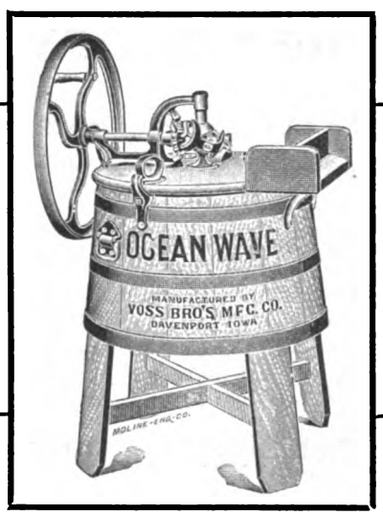
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Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent*; enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

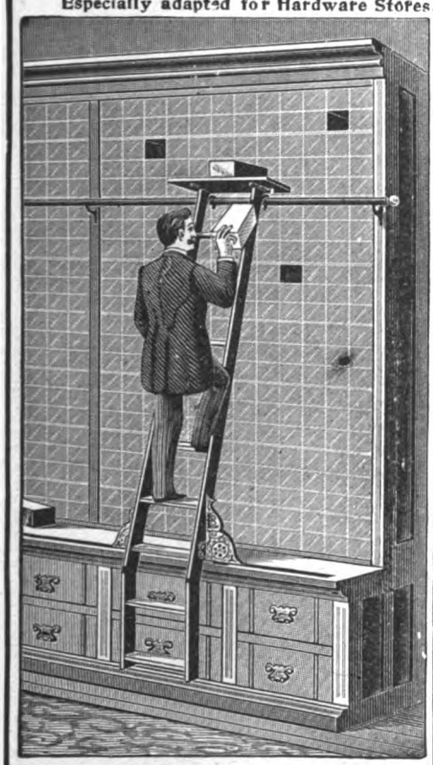
¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

ESTABLISHED 1887
THE STORM MANUFACTURING CO
The Largest and Leading Makers of
Dumb-Waiters and Hand Elevators
NEW YORK OFFICE, 113 CHAMBERS ST
FACTORY & MAIN OFFICE, NEWARK, N. J.

THE BICYCLE STEP LADDER.
Especially adapted for Hardware Stores



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

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WE have an experience covering seventy-six years in the manufacture of graphite products. We make and sell every article which can be manufactured from graphite, using either the product of our own graphite mines or graphite of our own importation. In other words, using the proper graphite for the purpose. For general information in regard to any of our products, ask for booklet 54 K.

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BEECH PATENT MOP WRINGER and PAIL



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FOR use in Hotels, Office Buildings, Residences, Public Buildings, School Houses and Churches.

Quick and positive in action—durable and handsome in appearance. Best materials throughout. Mop wrings dry — dirt cleaned out.

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Perfect in Every Detail.

Practical for Equipping Residences, Hotels, Stores and Large Buildings.

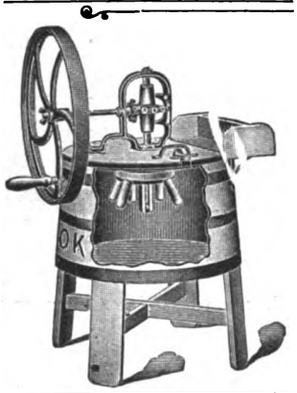
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The PASTEUR-CHAMBERLAND FILTER CO., Dayton, O., U. S. A.

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—BECAUSE—

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing **the friction** and thus making the machine so **light running** and almost **noiseless.**

2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish**; the legs are **solid with tub** (not removable, breakable legs fastened with screws).

3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot sapsuds, and cleaning them without **rubbing** them to pieces.

4.—This washer is made by **experienced mechanics**, and will outlast any other washer on the market.

5.—The tub has a wringer box fastened with steel brackets.

6.—The lid on the tub closes tight, **no escape of steam.**

Manufactured by H. F. BRAMMER MFG. CO.,
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3,000 Live Hardware Dealers
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White Lily Washing Machine

Is the Best Seller on the Market. High speed, light running, handsome finish and guaranteed.

Only one dealer in each town can get them We will do some advertising for you.

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TOLEDO, OHIO **DAVENPORT, IOWA**

"White Lily Washers wash lily white"



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BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 Lbs.
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No 92½ BRASS DIAL, TILE TOP.
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THE "DOMESTIC"

Like our other three Ball-Bearing Washers—"Home," "1900," "1900, Jr."—does all kinds of washing perfectly, with the least possible labor on your part. It works while operator sits by its side revolving the tub by its handle.

The tub is made of quartered clear pine bound with 1⅛ flat steel hoops, strong and durable.



THERE'S MONEY IN HANDLING THEM

because one pleased customer brings you others.

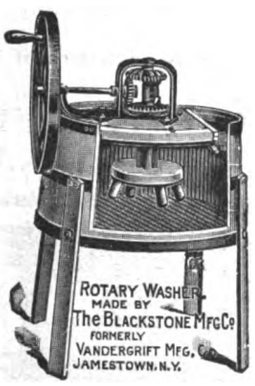
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1900 Washer Co.
Binghamton, N. Y.
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The Blackstone



Rotary Washer

Formerly Vandergrift Rotary.

The **Blackstone** is built of the very best material. Operation is perfect. Satisfies the user because it washes fabrics, from the coarsest to the finest in less time with less labor than other washers.

A Business Builder

If you are anxious to build up a business in Washing Machines, handle the Blackstone Rotary Washer.

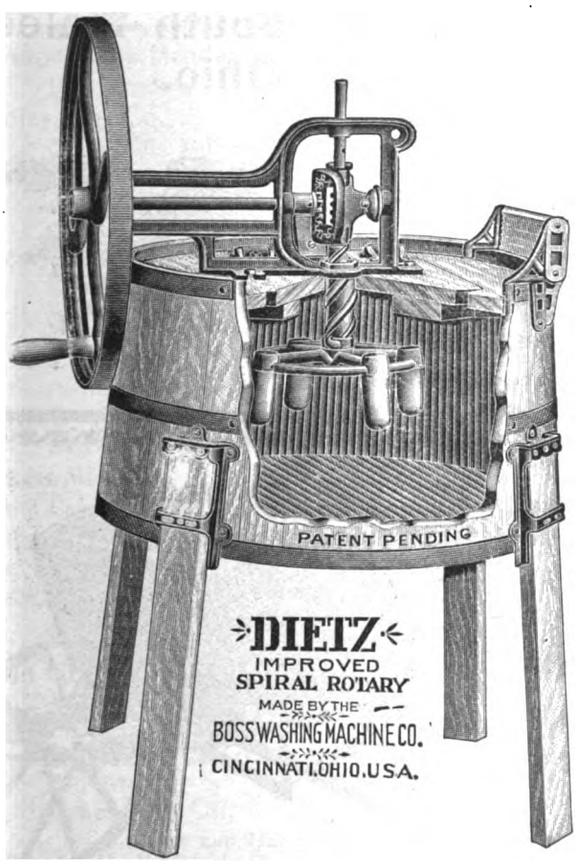
It works both ways, forwards and backwards, and is supplied with our new patent device for fastening legs on with bolts instead of with screws and brackets.

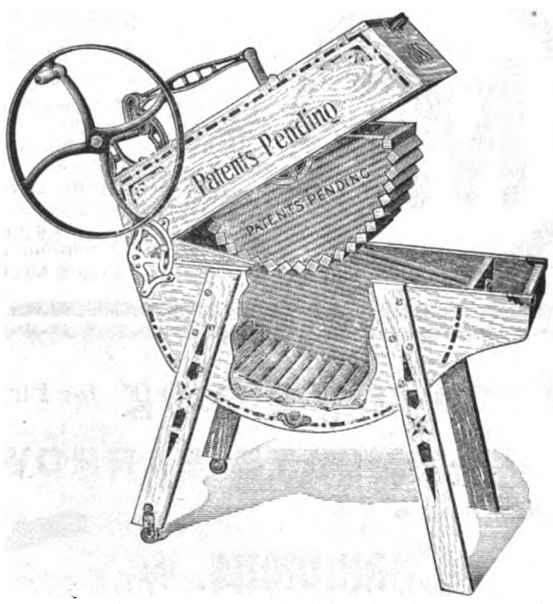
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OUR TWO LATEST IMPROVED
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"BOSS."—with all four sides of rubber deeply corrugated.

"DIETZ."—rotary in which the dasher does not only revolve back and forth, but also at same time up and down, having 50 reversals to dasher to fifty turns of the fly wheel.

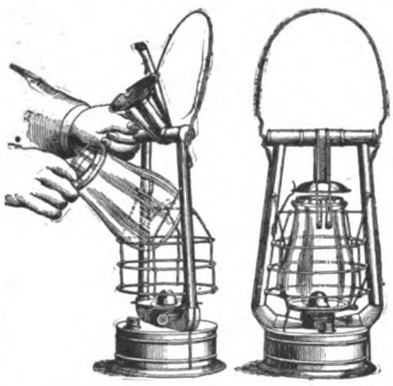
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OIL CANNOT ESCAPE IF LANTERN IS UPSET.

Approved by Factory Insurance Ass'n. and Factory Mutual Fire Insurance Company.

HAND MADE from heavy stock.

Give better light than common lanterns, without smoking the globe, as the large tubes admit more air to burner, giving more perfect combustion.

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Glens Falls Lantern Company

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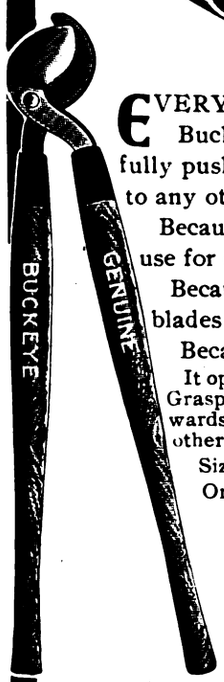
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EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

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Like Any of Peck's CELEBRATED CHAMPION BLADE Axes and Edge Tools

They are the result of 40 years experience in Edge Tool making. All our Hand-forged self colored hatchets stand for quality and superior workmanship.

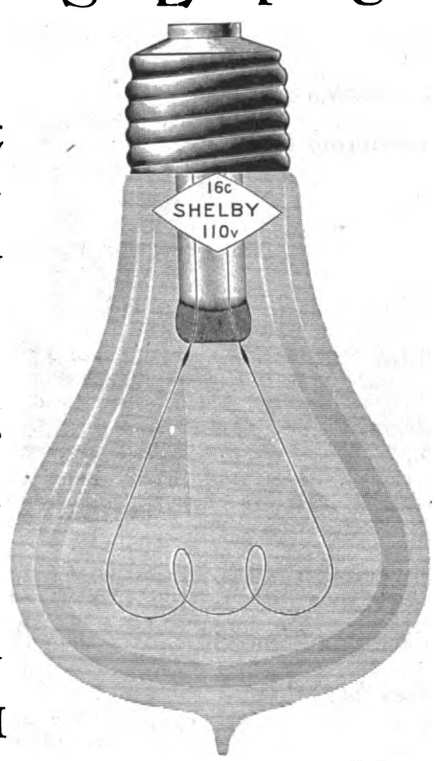


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Increase your profits by selling Shelby Lamps. The best incandescent electric lamp now on the market. Easy to sell. Will please your customers.

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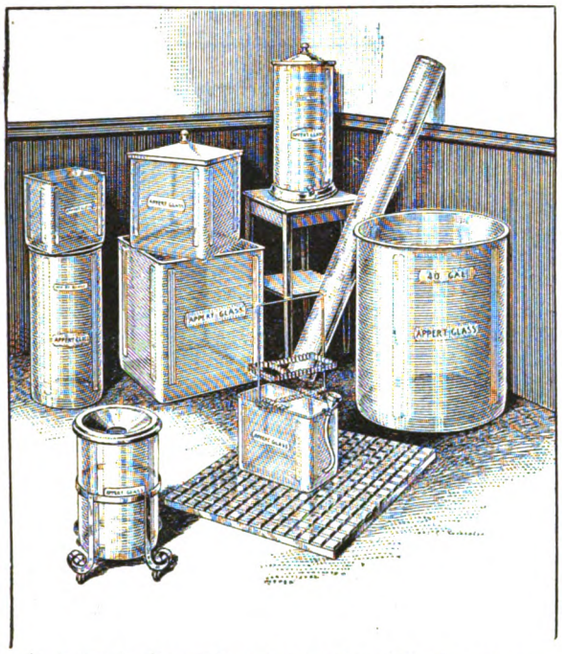
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ARE PRACTICALLY UNBREAKABLE

GERM, RUST AND DIRT PROOF



CAN'T WEAR OUT

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3 to 40 gallon capacity.

HARDWARE

APPERT GLASS CO.

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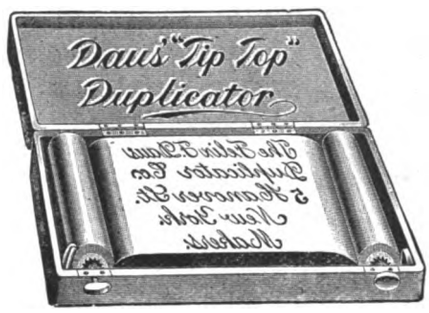
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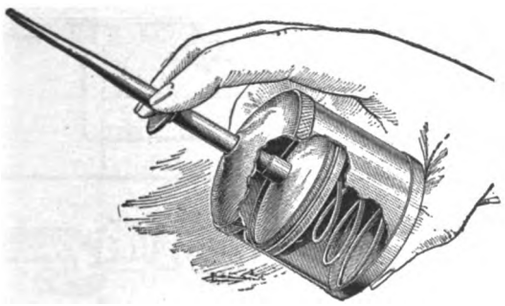
Daus' "Tip-Top" Was Equal to It

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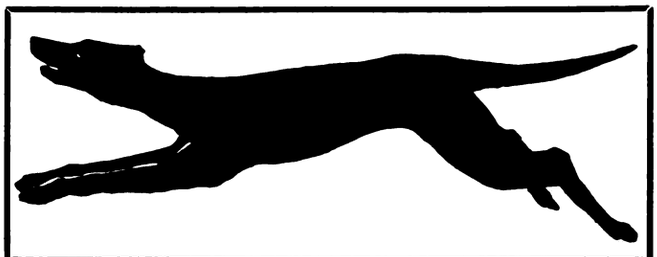


FOURTHLY
The Rochostor Automatio Oilor



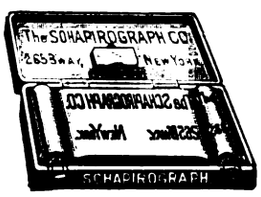
Fills Itself by depressing spout. Its removal for filling it unnecessary.
First: **Best Steel** used in its construction; copperized to prevent rust.
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Thirdly: **Wastes No Oil.** Overfilling impossible.
Fifthly: **Handiest Oiler** for automobiles or any machines.
A Trial order will convince. Send for catalogue. Mention HARDWARE.

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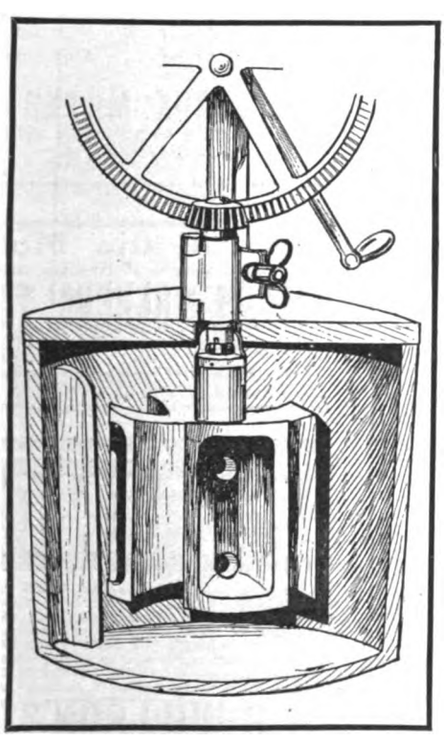


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It is the only perfect milk and cream aerator on the market, churning sour and sweet cream in less time than any other churn.

Made of the best material. It's construction is perfect in every detail. All parts interchangeable and carried in stock. Easy to run.

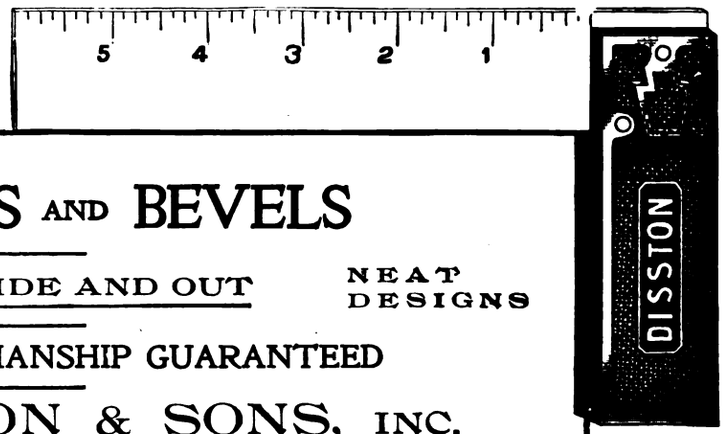
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Write us for our special offer, good for 90 days. Mention Hardware.

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NEAT
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QUALITY AND WORKMANSHIP GUARANTEED

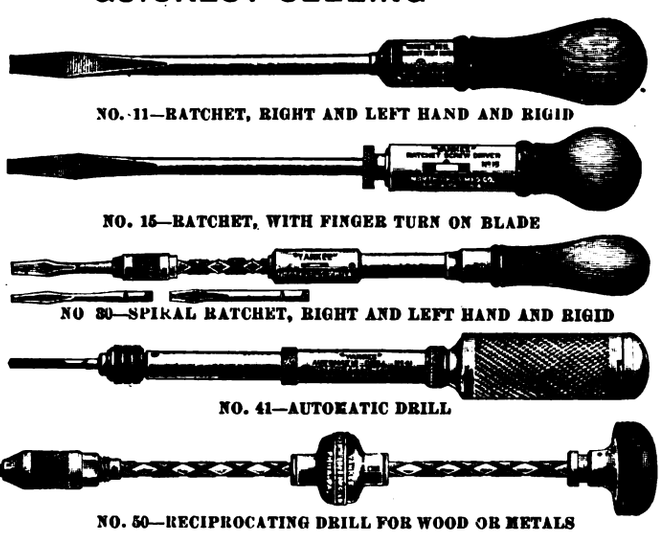
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Superior to Castor Oil; lasts longer, and will not gum.

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Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND.

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Soissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Consult the Molder
and you will handle the
DOBSON MOLDERS' TOOL

Est'd 1886
WM. DOBSON
Canastota, N.Y.



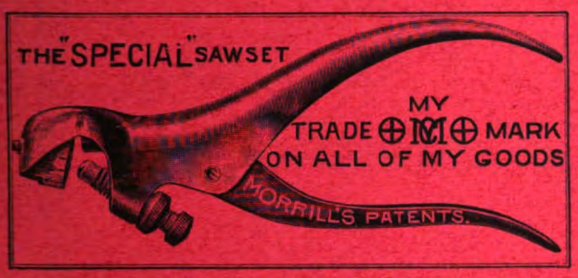
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Quickly secured. OUR FEE DUE WHEN PATENT OBTAINED. Send model, sketch or photo. with description for free report as to patentability. 48-PAGE HANDBOOK FREE. Contains references and full information. WRITE FOR COPY OF OUR SPECIAL OFFER. It is the most liberal proposition ever made by a patent attorney, and EVERY INVENTOR SHOULD READ IT before applying for patent. Address:

H. B. WILLSON & CO.
PATENT LAWYERS,
Le Droit Bldg., WASHINGTON, D. C.

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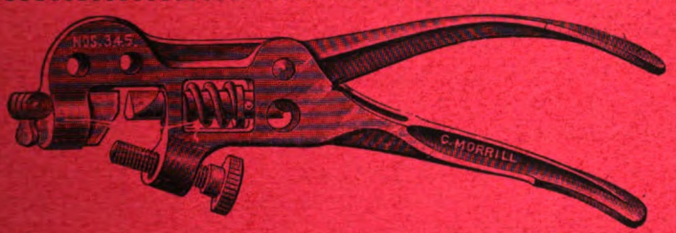
Morrill's Specialties



This is an Improved No. 95 but has the additional advantages of having anvil inclined, thus preventing the breaking of the plunger. Lock nut on gauge screw. Lever handle on bottom. Dust and dirt proof. In short the best on the market.

No. 95---No Guess Work. Sets the saw just right. Can be used by any unskilled apprentice with the best results. Will not damage teeth.





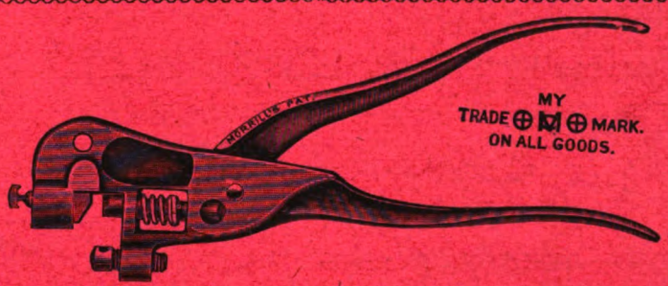
No. 3 for Cross Cut and Circular

Single tooth, 14-20 gauge. No. 4 for Cross Cut M and Champion tooth, 14-20 gauge.

Positive

No. 5 For Timber and Board Saws 6-14 gauge.

STRONG
ACCURATE
DURABLE





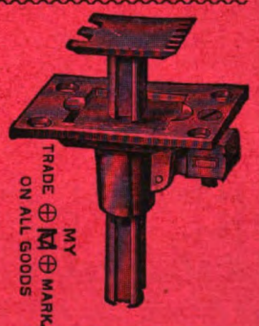
Will Punch a ¼ Inch Hole through No. 18 Gauge Sheet Iron or its equivalent. Interchangeable. Each Punch equipped with three dies and punches.

A necessity for every wood worker. The No. 2 is an improvement over the No. 1, being larger, stronger, and having two sets of teeth.

INDISPENSIBLE



No. 1 Bench Stop.



No. 2 Bench Stop.

WRITE FOR CATALOGUE TO

CHAS. MORRILL, 727 BROADWAY NEW YORK

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TELEPHONE, 3038 CORTLANDT. ESTABLISHED 1858. CABLE ADDRESS, MACARTYCO. P. O. BOX, 1146.

J. C. McCARTY & CO.,

Manufacturers' Representatives

... IN ...

HARDWARE AND KINDRED LINES.

10 WARREN STREET, NEW YORK.

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Enterprise Mfg. Co., of Pennsylvania,
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National Horse Nail Co.,
Champlain Forged Horse Nails.

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"Climax" Toe Calks.

Heller Brothers Co.,
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Fisher and Norris,
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The Avery Stamping Co.,
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Susquehanna Casting Co.,
Blind Hinges and Hardware Specialties.

Edward S. Hotchkiss,
Horse and Toilet Clippers.

Southern Handle Mfg. Co.,
Hickory Axe, Pick, Sledge and Hammer Handles.

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Robin Hood Smokeless Powder and Shot Gun Ammunition,

Eureka Chair Seat Co.,
Eureka and Universal Chair Seats.

Augusta Machine Works,
"Dirigo" Ratchet Screw Drivers.

Gem Specialty Co.,
Gem Folding Mitre Boxes.

Toledo Stamping Co.,
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High Grade Plumbing Fixtures.

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A. E. Dietz,
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Stock Bells, etc.

Pelouze Scale & Mfg. Co.,
Postal, Counter and Family Scales and Spring Balances.

Samson Carriage and Wagon Jacks.

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STAR BRACKET ★ SAW BLADES

1
2
3
4
5
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9
10

STAR HACK ★ SAW BLADES

STAR BUTCHER ★ SAW BLADES

STAR HACK SAW FRAME, No. 2

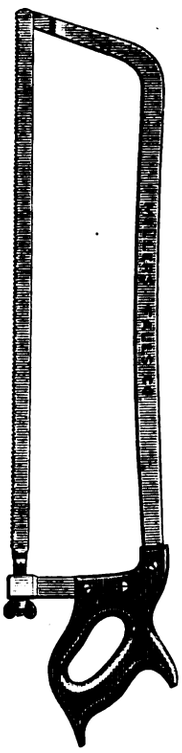


THE STAR SAW IS BOSS

ENTERPRISING DEALERS
the world wide over sell this brand.

The illustrations on this page
represent a few of our goods in
THE ★ LINE.

Millers Falls Co.
No. 28 Warren St.
New York, N. Y.

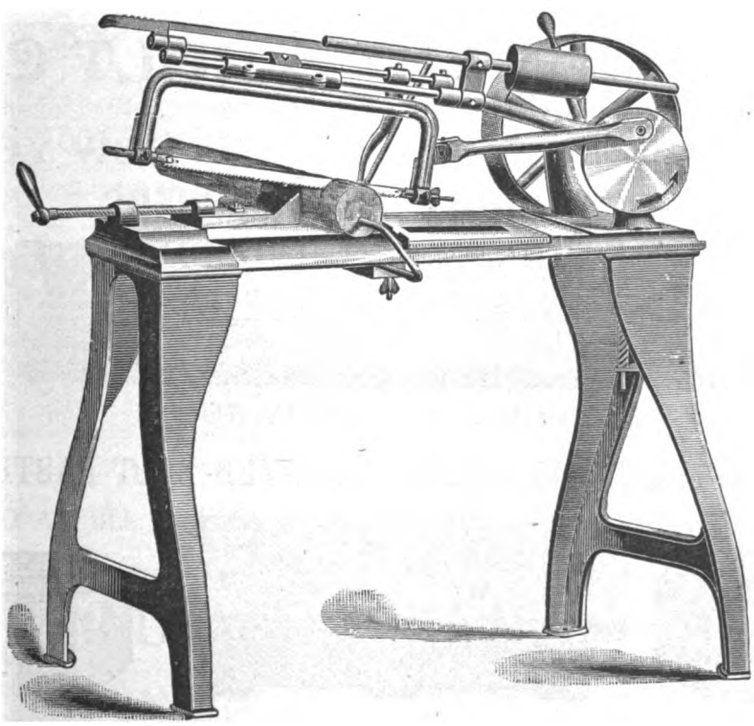


STAR BUTCHER SAW FRAMES

STAR HACK SAW FRAME, No. 10



THE STAR POWER HACK SAW

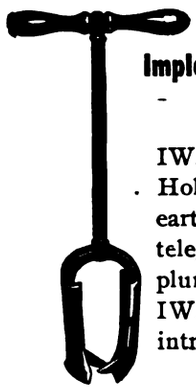




STAR HACK SAW FRAMES, Nos. 4A and 4B

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IWANS' HARDWARE SPECIALTIES



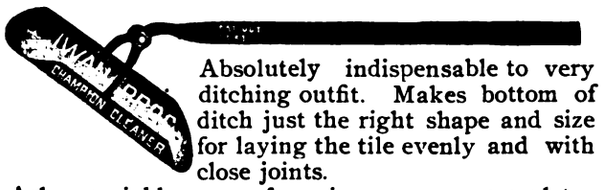
For sale by Hardware and Implement Dealers and Jobbers Everywhere.



IWANS' Pat. Improved Post Hole Augers are the best on earth for fence, telephone, and telegraph post holes, wells, plumbing, earth testing, etc. IWANS' sell best wherever introduced.

IWANS' Concavo Drain Cleaners,

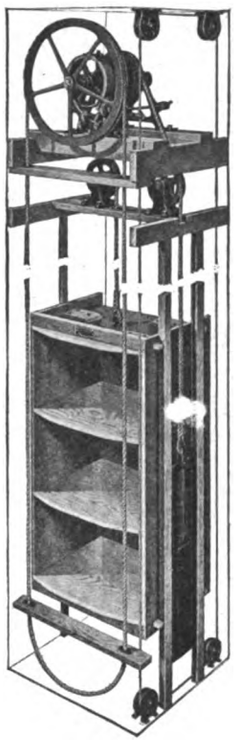
For Finishing Tile Ditches. Sizes 3 to 8 inch.
Adjustable and Stationary Styles.



Absolutely indispensable to very ditching outfit. Makes bottom of ditch just the right shape and size for laying the tile evenly and with close joints.

Ask your jobber or us for prices on our complete line of Post Hole Augers and Diggers, Drain Cleaners, Hay Knives, Chimney Tops, and Conductor pipe Hangers.

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STREATOR, ILLINOIS, U. S. A.



DUMB WAITERS
.. AND ..
HAND ELEVATORS

TRUNK LIFTS

INVALID LIFTS

Carriage Elevators

Sidewalk Elevators

Freight Elevators

Hatchway Hoists

All of most improved design and construction

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POUGHKEEPSIE, N. Y.

New York Salesroom
110 LIBERTY ST.,

Catalogue on Application **Estimates on Request**



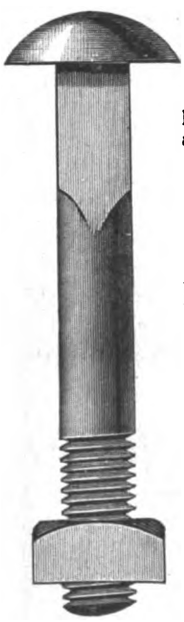
UNIONVILLE WORKS ESTABLISHED 1854

A. S. UPSON, Pres't, Cleveland, O.
C. H. GRAHAM, Sec'y, Unionville, Conn.
T. SMITH, Ass't Sec'y, New York.
J. L. VARICK, Treas., New York.

CABLE ADDRESS, "CALABASH."



CLEVELAND WORKS, ESTABLISHED 1873.

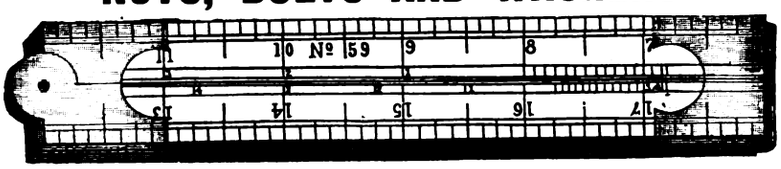


THE UNION NUT & BOLT CO.,
MANUFACTURERS' AGENTS,

107 Chambers Street, and 91 Reade Street, **NEW YORK.**

NUTS, BOLTS AND WASHERS

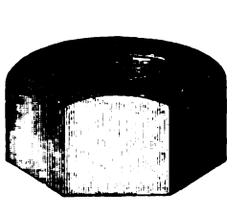
OF EVERY DESCRIPTION

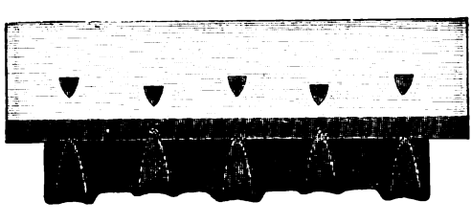


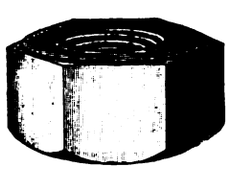
IN GREAT VARIETY.

BOXWOOD AND IVORY RULES

STEEL and MALLEABLE IRON IMPROVED BELT FASTENERS.







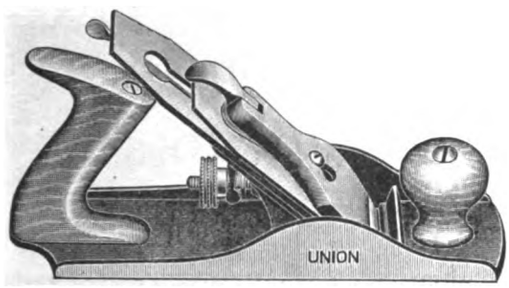


STEEL BELT FASTENERS.

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UNION PLANES

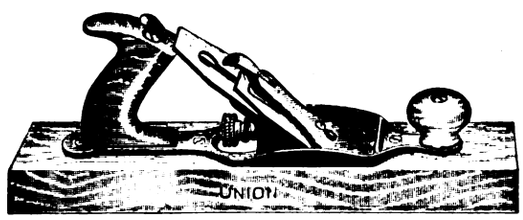
WITH HEAVY CUTTERS GUARANTEED



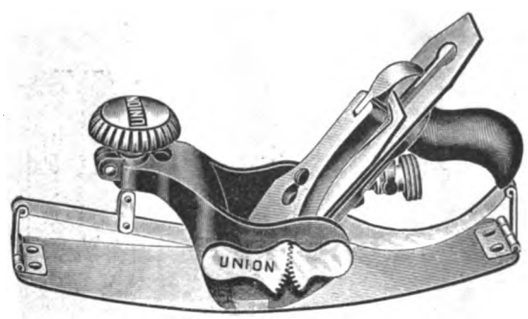
UNION NO. 4, IRON SMOOTH PLANE.



GROOVED BOTTOM PLANES.



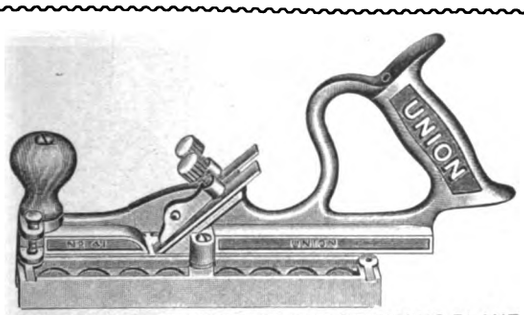
UNION NO. 26, WOOD JACK PLANE.



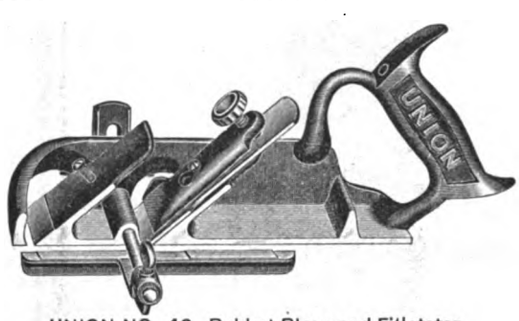
UNION NO. 311, CIRCULAR PLANE

WE call attention to the fact that in all UNION *Smooth, Jack, Fore and Jointer Planes,* both *Wood and Iron,* the CUTTERS are EXTRA HEAVY, and of one solid piece of steel. This is an improvement long called for by all users of tools, and the many words of praise we have had since we began making these goods, show that we are making *just what the trade wants.*

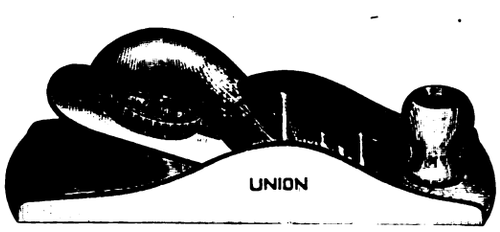
Watch our ads. and circulars for our new goods.



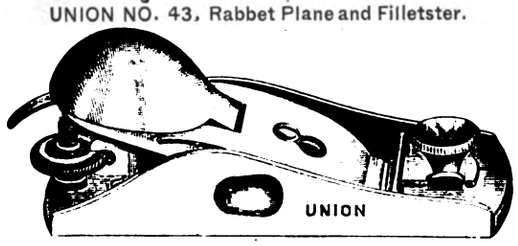
UNION NO. 41, TONGUEING AND GROOVING PLANE



UNION NO. 43, Rabbet Plane and Filletster.



UNION NO. 110, IRON BLOCK PLANE.



UNION NO. 138, Knuckle Joint Plane
With Adjustable Front and Lateral Adjustment.

ALSO A FULL LINE OF BLOCK PLANES, SPOKE SHAVES, SCRAPERS, ETC.

MANUFACTURED BY

UNION MANUFACTURING CO., New Britain, Conn., U. S. A.

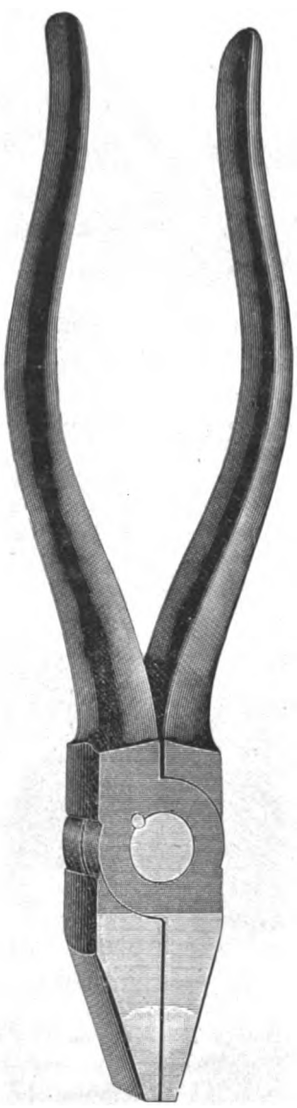
WAREHOUSE 103 CHAMBERS STREET, NEW YORK

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HURWOOD TOOLS

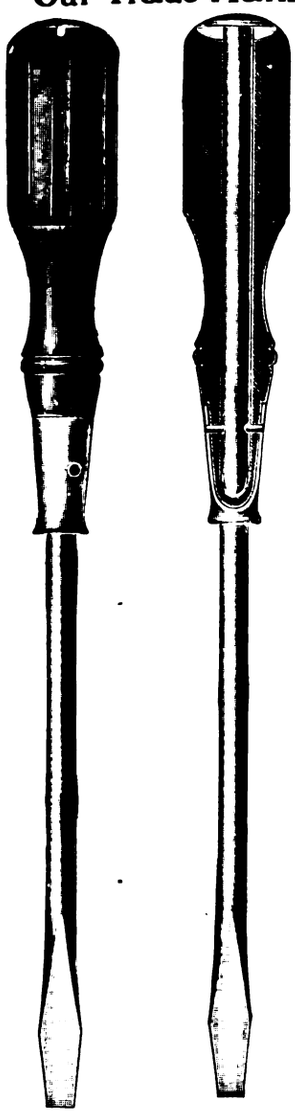
A Synonym For Quality

Our Trade Mark



Ball Bearing, Side-Cutting Pliers.

Strong and serviceable. Easily opened. The best pliers on the market to-day because of Hurwood Make.

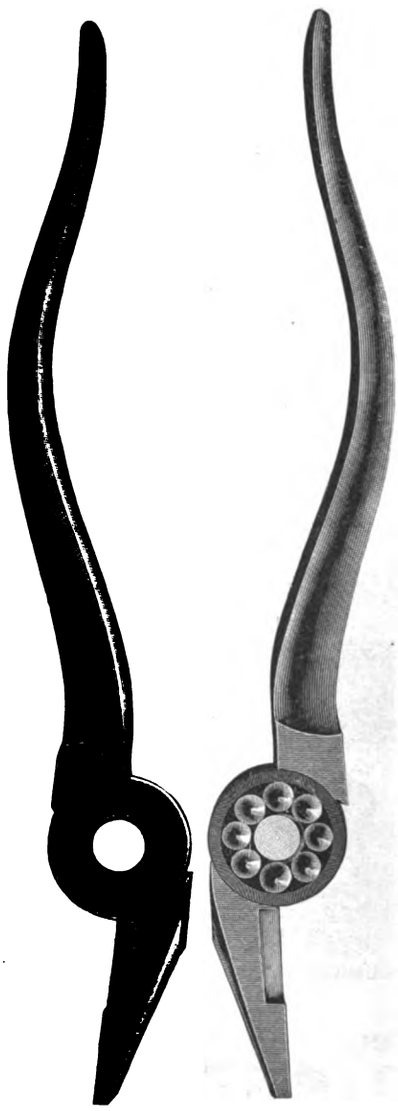


Hurwood Screw Drivers.

Practically indestructable. Quality of steel used unequalled for strength and toughness.

The steel extends from point of blade through the handle, and forms a top for rough use.

Impossible to twist the handle.



Ball Bearing, Side-Cutting Pliers.

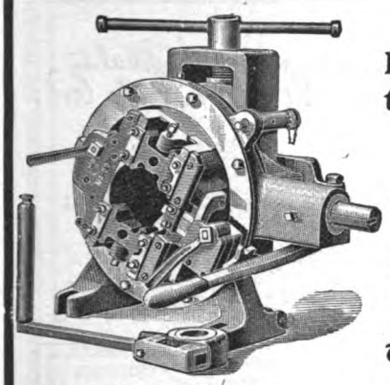
Showing ball-bearings which reduce friction to a minimum and give greater leverage. Made in four sizes.

OUR GUARANTEE

Every tool we manufacture is fully warranted for quality of steel and workmanship. If one should give out in ordinary use, it will be replaced without cost.

Hurwood Mfg. Co., Bridgeport, Conn.

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No. 00 Machine

ARMSTRONG'S
Pipe Threading and Cutting Off Machines

For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

The ARMSTRONG MFG. CO.,
Bridgeport, Conn.
New York Office. 139 Centre Street.



Williamson's Cork Screws

Satisfy the Consumers

CONSTRUCTION IS SIMPLE
ACTION IS SWIFT
RESULTS ARE SURE

Do you sell them?

MORE THAN 75 VARIETIES TO SELECT FROM . . .

C. T. WILLIAMSON
WIRE NOVELTY CO.
3738 Mulberry St., Newark, N. J.

ESTABLISHED 1836. **ALFRED FIELD & CO.,**
93 Chambers and 75 Reade Streets. New York.

A STRONG COMBINATION.

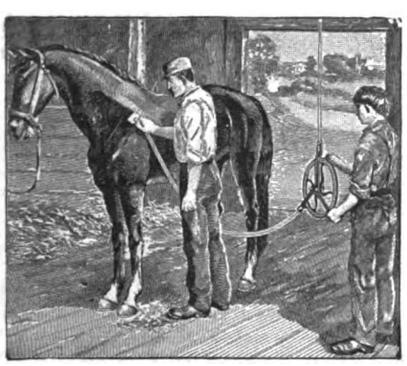
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MESSRS. JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World
MESSRS JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
MR L HUGONIT TISSOT,	Best Plyers, Nippers, &c. in the World.
MESSRS. T U. S. SHEAR CO-OPERATIVE SOCIETY, LTD,	Best Sheep Shears in the World
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

We Solicit Correspondence
regarding the manufacture of hardware specialties. We have facilities to make any kind of hardware article. We will manufacture on contract on a royalty or will buy patent outright.
DU MONT TOOL CO., BUFFALO, N. Y.

HAND CLIPPERS SKINNED TO DEATH



20th Century Clipper

LIST PRICE ONLY $5.00. Costs but little more than a hand Clipper and does 100 times the work.

This machine weighs only 15 lbs. Turns easy and cuts fast.

Packed in a small box, 14x14¾ inches, and sell like hot cakes, as the extremely low price brings it with n the reach of every man owning a horse.

How's Your Stock? Now's the time to order

Catalog describing every modern type of Clipper sent on request.

MADE BY **Chicago Flexible Shaft Company**
106 LaSalle Avenue, CHICAGO
NEW YORK OFFICE, 97 Chambers Street.

We make more than 90 per cent. of all the Clipping Machines sold.

Snell & Atherton,

MANUFACTURERS OF

SHOE TOOLS,

Brockton, Mass. U.S.A.

Pat. O. E. D. Heel Shave. Made in 16 sizes.



Send for our catalogue.

Edge Planes,
Heel Shaves,
Welt Trimmers,
Edge Shaves,
Edge Irons,
Sole Gauges,
Tip Measures,
Raud Planes,
Shoemakers' Tools,

Made to order.

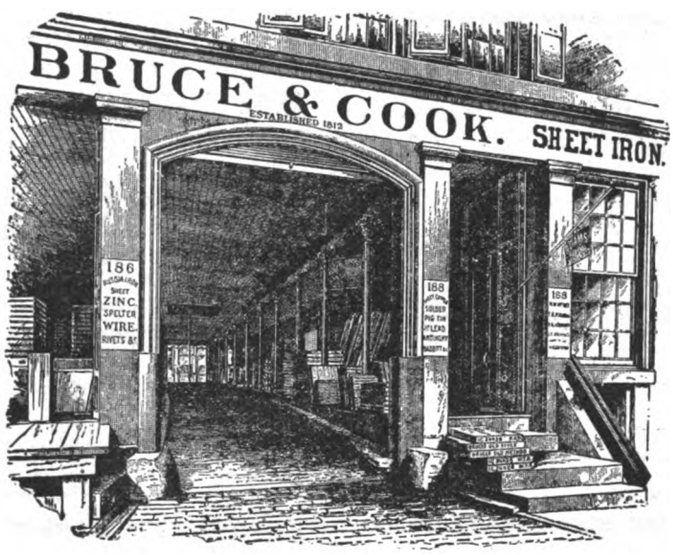
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BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Resin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

730 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.



FRYING-PAN CLOCKS

Unique; Ornamental; Useful. A bow of ribbon adds to their attractiveness. Made in two sizes: 10 in. with raised brass figures, and 6 in. with painted figures. May be fitted with 24 hour, 24 hour with alarm or 8 day movement.

Also Program, 60 day Calendar, Electric and Synchronized clocks.

Send for Catalogue No. 58B.

THE PRENTISS CLOCK IMPROVEMENT CO.,
Dept. 58, 49 Dey St., N. Y. City.

ANY KIND OF A
HARDWARE SPECIALTY
MANUFACTURED TO ORDER ON CONTRACT.
We can make and market patented articles on a royalty if desired.
FORSYTH MFG. COMPANY,
BUFFALO, N. Y.

New Jersey Wire Cloth Co.

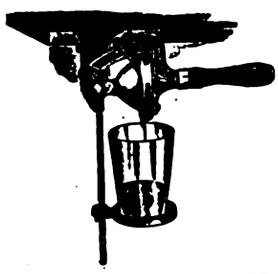
MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Some of Our Specialties

Be sure and get our prices before ordering elsewhere



PERFECT LEMON SQUEEZER

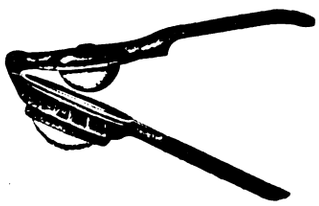
Lemon Squeezers

"THE PERFECT"

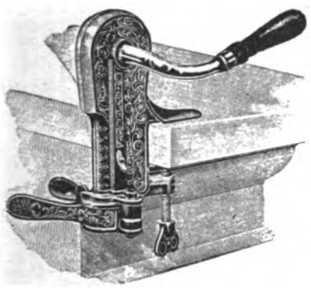
Frame highly polished and nickel plated. Parts coming in contact with lemon are heavily tinned. Will not corrode. For bars, hotels, restaurants.

THE UNION

Made with porcelain bowl and wooden plunger. For household use.



UNION LEMON SQUEEZER



"The Champion" Cork Puller.

Cork Pullers

"THE CHAMPION"

Cork Puller and Re-Corker with latest improved bottle holding clamps. A sure puller of corks and of business. A safe and effective recorker. For hotels, bar-rooms, clubs, restaurants.

"THE HANDY"

Simple, compact, reliable. Fully warranted.



"The Handy" Cork Puller



"Crystal" Coffee Mill.

Coffee Mills

"THE CRYSTAL"

A one-pound Coffee Mill with glass hopper. Easy to grind. Easy to clean. Easy to sell. For family use. Fully warranted.

"The Imperial"

A sunk hopper all iron top mill, with hinged cover and top handle, hardwood box, dove-tailed corners, highly polished and varnished. Iron parts finished with fancy bronze lacquer. Improved grinding burrs. Size 6 x 6 x 5 inches.



"Imperial" Coffee Mill.



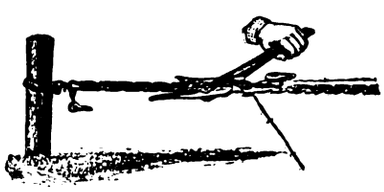
Frog Spear

Fish Spears

Hand forged from a superior quality of steel. Every spear warranted.

Elwood Pattern Wire Stretcher

For stretching fence wires. Most reliable Stretcher made. Sure to give satisfaction.



Elwood Pattern Wire Stretcher.

We can fill orders promptly for any of the above

Arcade Mfg. Co., Freeport, Ill., U. S. A.

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STANDARDS OF EXCELLENCE

. . . OUR . . .

PASTE AND LIQUID

METAL POLISHES

NUMEROUS TESTS HAVE PROVEN THEM TO BE

The Best in the World

WE ALSO MANUFACTURE

Copper, Iron and Steel, Furniture, (perfumed)

GOLD AND SILVER POLISHES

Floor Oil (perfumed) and Disinfectant (liquid)

The H. L. Feasel Company

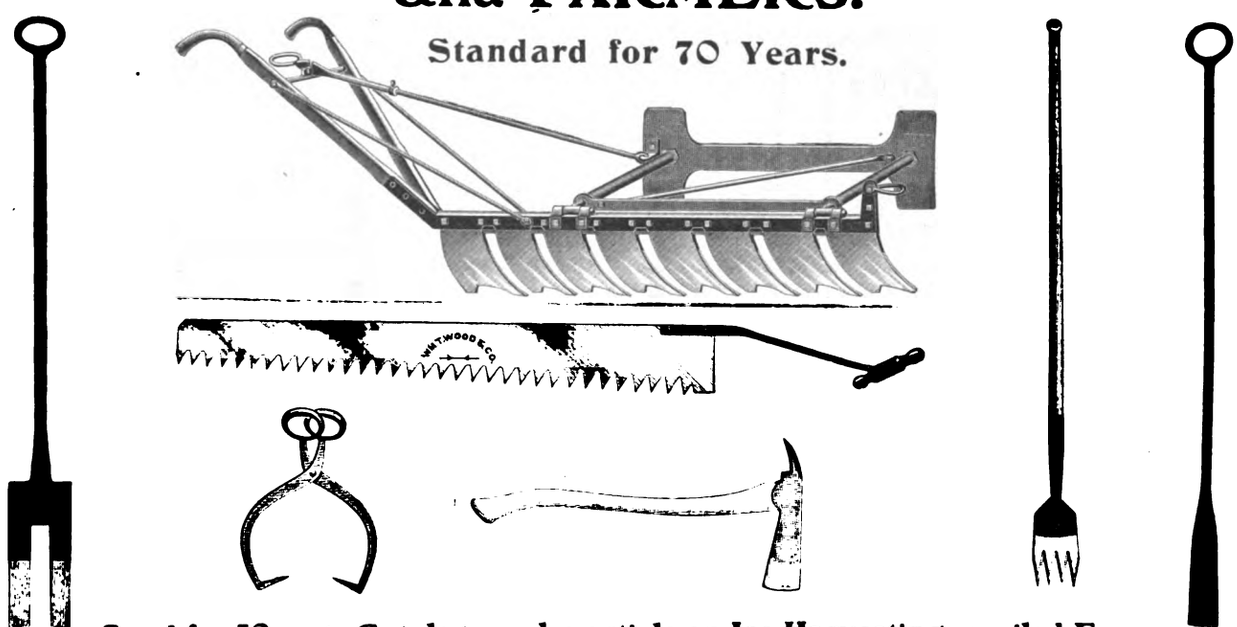
277 Broadway, New York

HARDWARE

WOOD'S ICE TOOLS

For ICEMEN, BUTCHERS, DAIRYMEN and FARMERS.

Standard for 70 Years.



Send for 52-page Catalogue, also article on Ice Harvesting, mailed Free.

WM. T. WOOD & CO., Arlington, Mass., U. S. A.

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A Single Fact Outweighs A Thousand Claims

IT is a well known fact among our customers that we have been in the manufacture of Edge Tools and Machine Knives for nearly three-quarters of a century.

Long experience, therefore, and up-to-date methods of manufacture enable us to make every tool a model of workmanship, durability and perfect proportion.

Highest Awards

were given us at Paris Exposition and two Gold Medals at Pan-American Exposition.

Our Edge Tools surpass the expectations of the most critical mechanics and sustain our reputation wherever sold.

Are You Handling White's Edge Tools?

They are excellent trade winners. When you buy our Edge Tools you know them by our Trade Mark—when you use them you know them by the cut and wear they give you.

Write us for catalogue and prices. Mention HARDWARE.

The L. & I. J. WHITE CO.

BUFFALO, N. Y., U. S. A

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EAGLE MOP WRINGERS

and pails combined are as good as they can be made. All materials and workmanship the best. They are strong and durable—made to sell *and give satisfaction.* We will be glad to send circulars and quote prices. Write us or your jobber.

The Eagle Cooperage Works

SOLE MANUFACTURERS.

CIRCLEVILLE, OHIO.

BURRELL & FOWLER CLEVE. O.

The "HOLDFAST" CLOTHESPIN



When once on is sure to stay there.

Can't split.

Can't injure clothes.

Can't freeze to the line like the old-fashioned kind.

Practically indestructible.

Spring is galvanized wire—won't rust.

Costs but little more than the old-fashioned kind—are worth five times as much.

GOOD PROFIT FOR DEALERS.

Demeritt & Palmor Packing Co.,

WATERBURY, VT.

ESTABLISHED 1884

E. J. JOHNSON & CO.

38 Park Row, New York

MINERS AND SHIPPERS OF

ROOFING SLATE

SLATE BLACKBOARDS

QUARRIES—BANGOR, PA. .·. SOUTH POULTNEY, VT.

Roofing Slate in Black, Green, Red and Purple.

Prices quoted delivered large or small quantities. Ask for our prices or other information.

BOOKLET AND BLACKBOARD PAMPHLET SENT ON APPLICATION

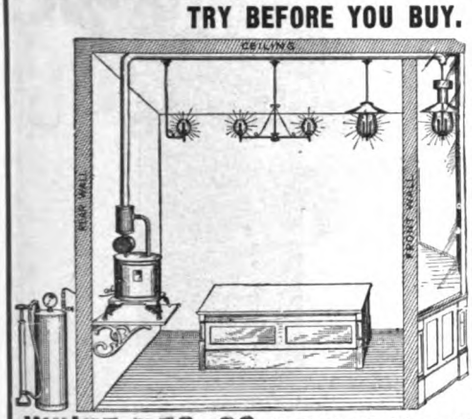
SNOW GUARDS

MOST EFFECTIVE AND LEAST COST

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HOW DOES THIS STRIKE YOU?

TRY BEFORE YOU BUY.



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your Diagram for Estimate. We are manufacturers, not assemblers. Avoid cheap imitators who demand money in advance.

WHITE MFG. CO. 193½ Michigan St., Chicago, Ill.

Ann Arbor Lighting System



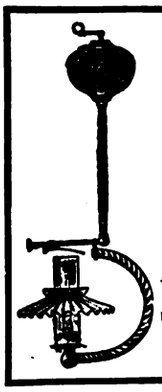
BE INDEPENDENT

of the gas and electric light companies.

With an Ann Arbor Lighting System you can light your store better and cheaper than with electricity or gas. And the cost of operation is only about one-tenth as much. If you are using kerosene lamps, you should be particularly interested. Fuel is gasolene, absolutely safe, and permitted by the National Board of Fire Underriters.

If you want a store that will draw trade, write today for information and introductory offer. Liberal proposition to agents. Write for Booklet A on Lighting System, and Booklet C on Lamps for store and house.

SUPERIOR MFG. CO.,
210 Second St., ANN ARBOR, MICH.



THE "CROWN" INCANDESCENT GASOLINE LIGHTS

Latest and most Perfect on the Market

Write for Catalogue and Prices

The Whiteman Mfg. Co.,
CANTON, OHIO.

THE DANDY SINK CLEANER

A Perfect and Complete **Household Specialty.**



A Sink Cleaner and Shovel Combined.

Tidy housekeepers will throw away the dirty sink broom and buy the DANDY SINK CLEANER on sight.

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers and by the patentee and manufacturer.

John W. Sudlow. 966 HALSEY ST., BROOKLYN, N.Y.

The Coldest Room made Comfortable in 10 Minutes with the

PYRO HEATER

The most practical and effective gas jet heater on the market. Heats perfectly and uses the smallest possible quantity of gas. May be used for light cooking. Dealers who are looking for good profits in a quick selling gas heater will find

The Pyro Heater a Winner

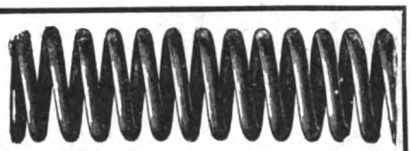
Write for prices and booklet.

UEHLING-DECKER CO.,
PASSAIC, N. J.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

OUR GASOLINE LIGHTING SYSTEM

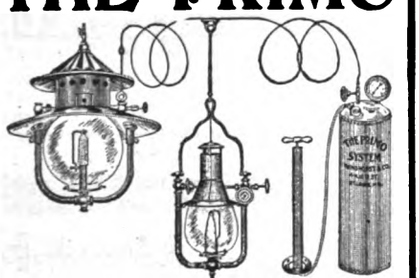


and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.

STANDARD GAS LAMP CO. (Established 1899.)
141-143 Ontario Street, Chicago, U. S. A.

THE PRIMO



Gasoline Systems, Gas Machines and Lamps are

FAMOUS

Write for new catalogue.

WINDHORST & CO.
4 N. 12th St.,
ST. LOUIS, MO.

THE

Eclipso Clothes Dryor

Sells on sight with Big Profit to Dealers.

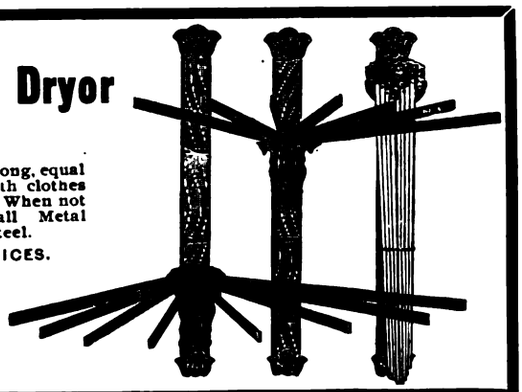
Has 8 Hard maple arms 2½ feet long, equal to a 20 foot line. When filled with clothes can be pushed up out of the way. When not in use can be folded against the wall. Metal parts of Gray iron and Bessemer steel.

ASK FOR SAMPLES AND PRICES.

EXPORT TRADE WANTED.

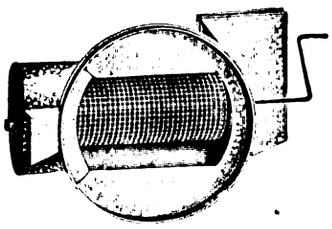
Mention HARDWARE.

Eclipse Mfg. Co.,
Milesgrove, Pa.



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To the Trade:



THOSE who handled the **"HUSTLER" SIFTER** last year, know that it had a great run last season, giving satisfaction to both dealer and buyer. It will be in much greater demand this coming season. Everybody is telling about the dollars saved by using the **"HUSTLER."**

Dealers should get their orders in early. The stock on hand will soon be gone and we will not be able to keep up with the demand. Write for circulars and prices to



HILL DRYER CO., 340-350 PARK AVE., Worcester, Mass.

New York Offices, 373-375 Broadway.



NO. 200.

RECORDING THERMOMETER.

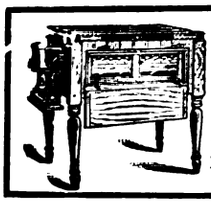
Daily or Weekly Dial.

RANGE 20° BELOW TO 120° ABOVE.

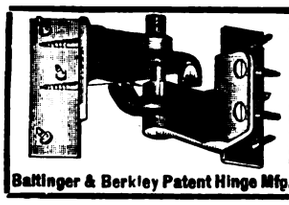


HELIOS-UPTON CO.,
PEABODY, MASS.

FOR SALE IN NEW YORK BY
C. J. Tagliabue Mnfg. Co.
Fairbanks Co.
Oelschlager Bros.
Meyrowitz Mntg Co.



Incubators and Brooders
Both Hot Air and Hot Water, built upon the highest scientific principles after an experience of 20 years. They never fail to hatch every egg that can be hatched. Send for catalogue to the
New Haven Incubator Co.,
New Haven, Conn.



Automatic Gauging and Double. Hold Pat. Blind Hinge.
Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.
Baffinger & Berkley Patent Hinge Mfg. Co., St. Louis, Mo.



SOLID GERMAN SILVER. Retails at 25c
Trims, Files, Cleans, keeps the nails in perfect condition. A quick seller. Pays the dealer a liberal profit. Ask your jobber or write to
KLIP-KLIP CO., 572 Clinton Ave. S., Rochester, N.Y.

THE FANNER MFG. CO.,

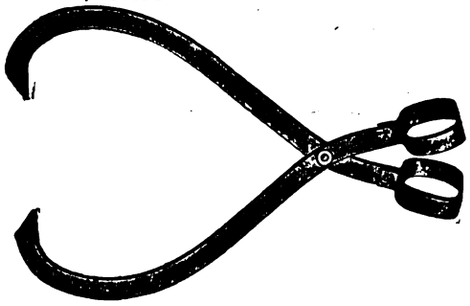
CLEVELAND, OHIO.

FAMILY

ICE TONGS

EITHER

Tinned or Japanned



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY

THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

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IT'S UP TO YOU==

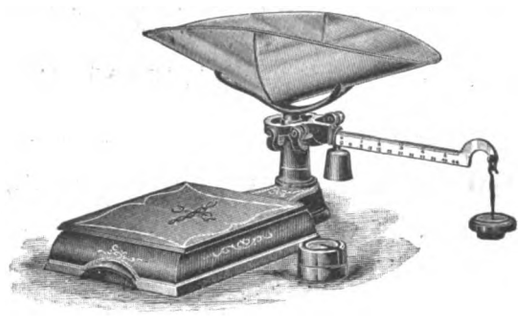
OSGOOD'S SCALE OPPORTUNITY for 1904 as described in our new 1903 Catalogue, showing Osgood Scales *as they are* with liberal discount sheet.

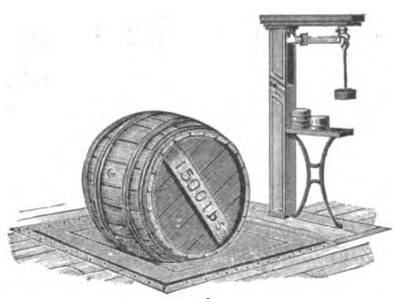
WHAT WE DO FOR YOU:

We cater to the trade only—not the consumer. We protect the trade by sending them the inquiries we receive from consumers.

You can make more money, therefore, on any of Osgood's high grade line of scales than any others in the market.

We also furnish a line to meet all first-class competitors.

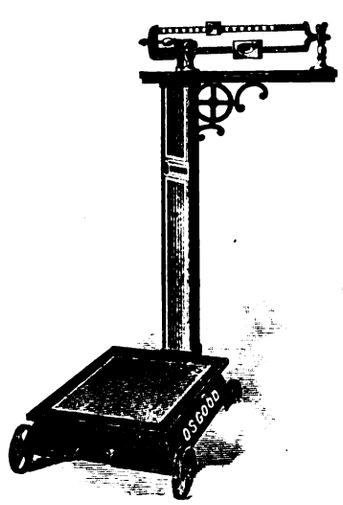


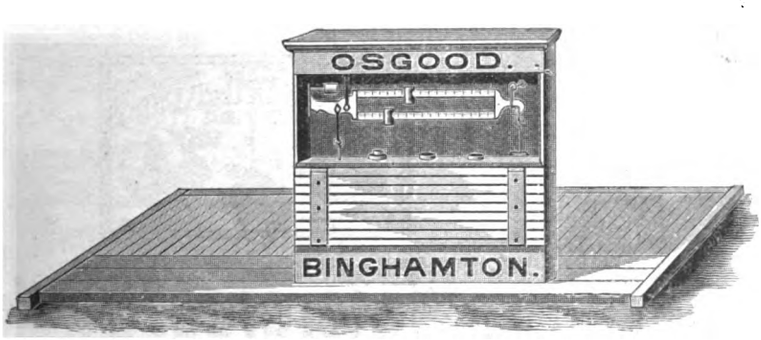


WHAT YOU CAN DO FOR YOURSELVES

With our line of scales to meet every condition of trade, you can hold the scale trade that is slipping out of your hands.

SHALL WE HELP YOU?





OSGOOD SCALE COMPANY

BINGHAMTON, N. Y.

NEW YORK OFFICE: SURPLESS DUNN & CO.

55 WARREN STREET.

CUT THIS OFF NOW---DON'T WAIT

OSGOOD SCALE CO.
Gentlemen—Kindly send us your 1903 catalogue and discount sheet.

Name .....

Address .....

HARDWARE COUPON

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American Can Company

MAKERS OF

TIN CANS, BOXES AND SIGNS

Galvanized and Japanned Centainers.

We invite the attention of the Hardware trade to our complete line of Oil Cans, Syrup Cans, Sap Pails, Fruit Cans, Lard Pails, Water Coolers and all kinds of kitchen tinwear.

Write to our nearest office for prices.

PRINCIPAL OFFICES.

New York, Chicago, Baltimore, San Francisco.

LOCAL SALES OFFICES.

Boston	Pittsburg	Toledo	Kansas City	Seattle
Philadelphia	Richmond	Cincinnati	Denver	St. Paul
Buffalo	Atlanta	St. Louis	Los Angeles	Milwaukee
Detroit	Cleveland	New Orleans	Portland, O.	Indianapolis

THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterpreof Duck Horse and Wagon Covers

The Wagner Mfg. Co.

CLEVELAND, OHIO

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Learn Advertising

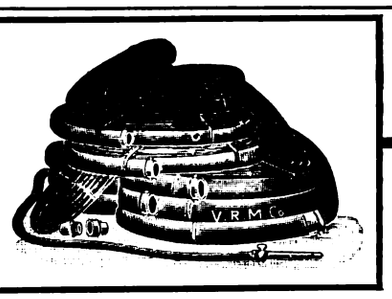
There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced employees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for himself a place in the advertising world.

Many of those who have followed my instructions now hold positions with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of another large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Literature. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual advertising business. It is therefore the most practical course. "A Business Course for Business Men."

If you are dissatisfied with your present salary, if your work is uncongenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES,
28 SPRUCE STREET,
NEW YORK.



Voorhoos Rubbor Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

STANDARDS OF PERFECTION

COFFEE MILLS

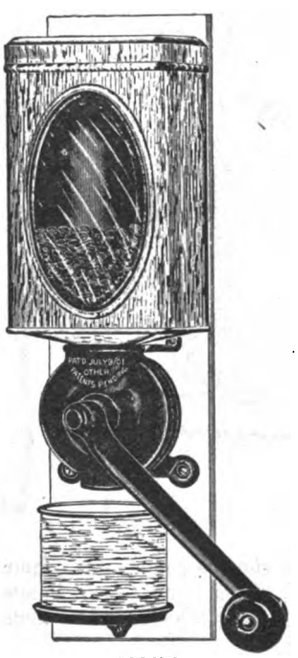


NONE SUCH



OLD OAK

OUR LEADERS



OPLEX

12 STYLES



EVER READY



SILVER LAKE

SELLING AGENTS

John H. Graham & Co.,

113 Chambers St., New York City.

118 Holborn. London, E. C. **Vestergade 28, Copenhagen, K.**

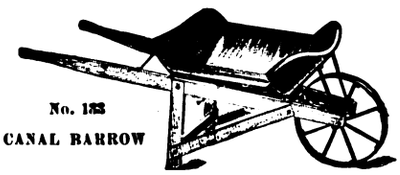
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WHEELBARROWS OF ALL KINDS.

ALSO A LARGE LINE OF

DRAG and WHEEL SCRAPERS, HAND CARTS, STORE and WAREHOUSE TRUCKS.

GET OUR PRICES.



No. 132 CANAL BARROW

Syracuse Chilled Plow Co.,

SYRACUSE, N. Y., U. S. A.

BOARDMAN'S

SPOONS, FORKS ETC

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT

TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

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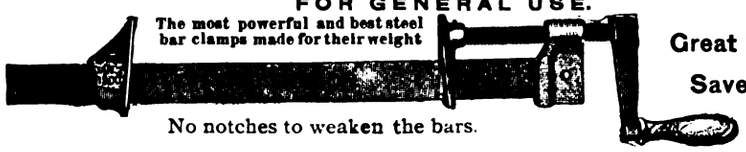
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FOR GENERAL USE.

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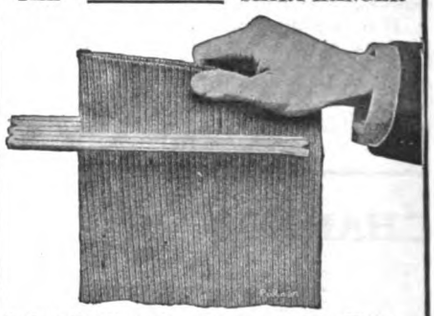
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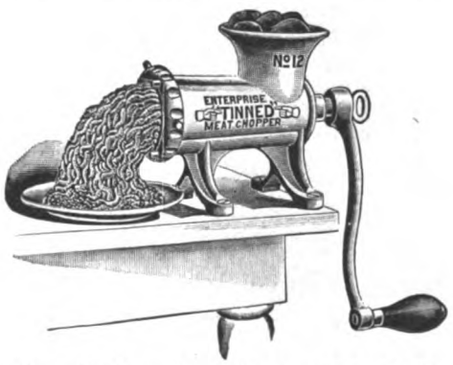
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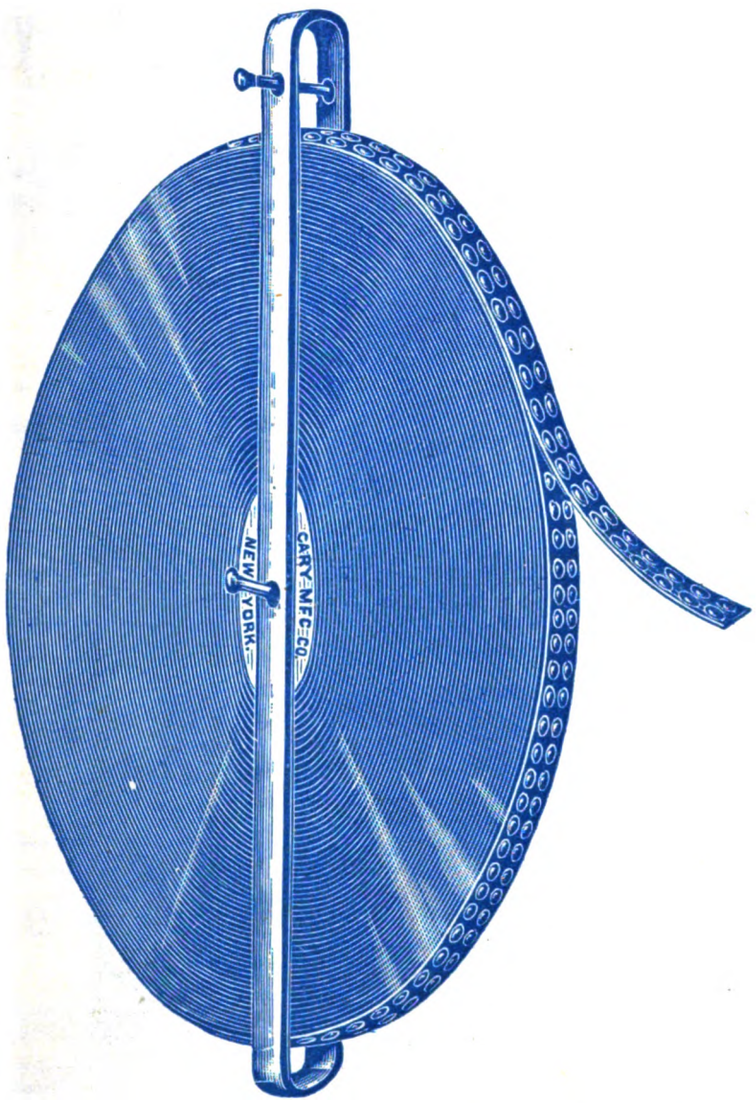
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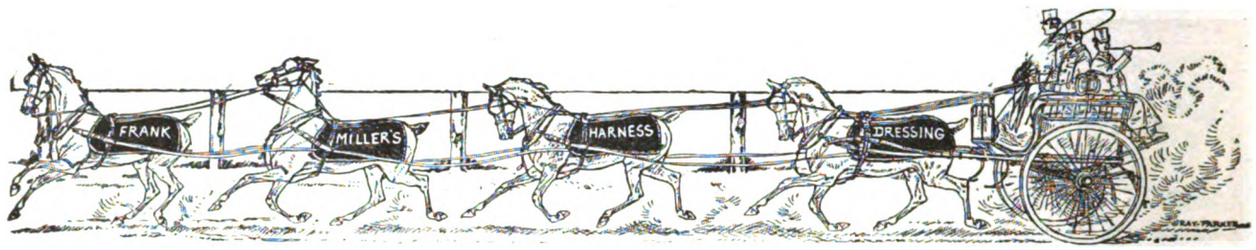
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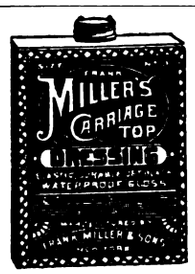
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Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.



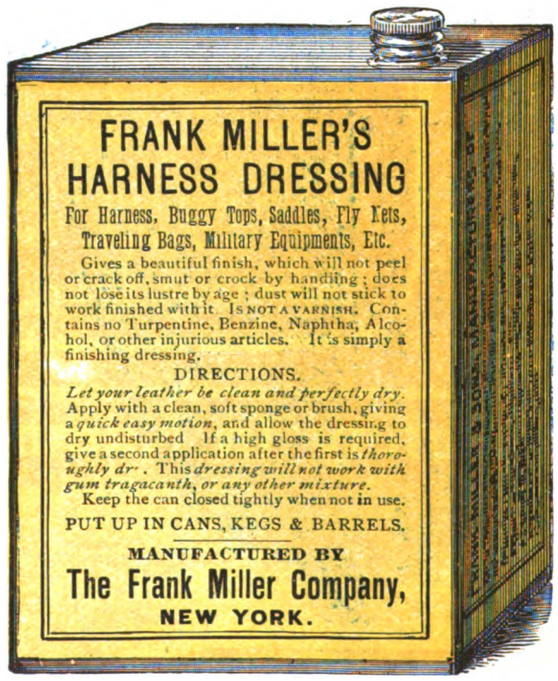
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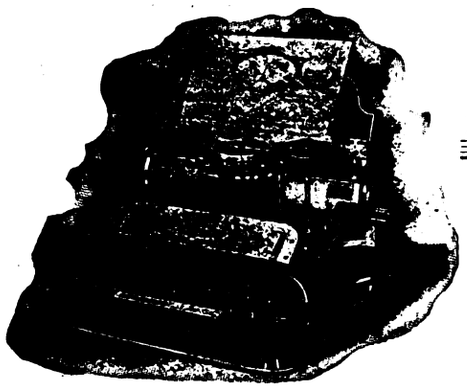
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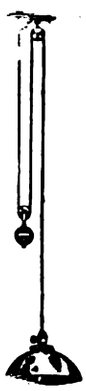
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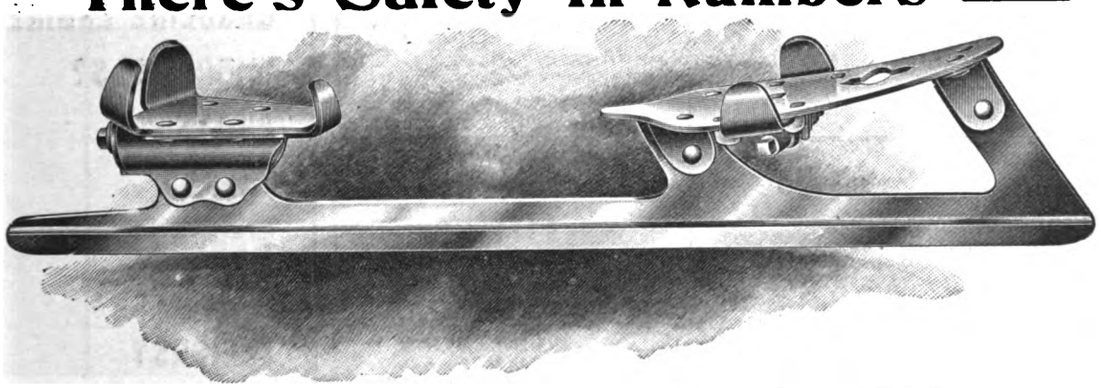
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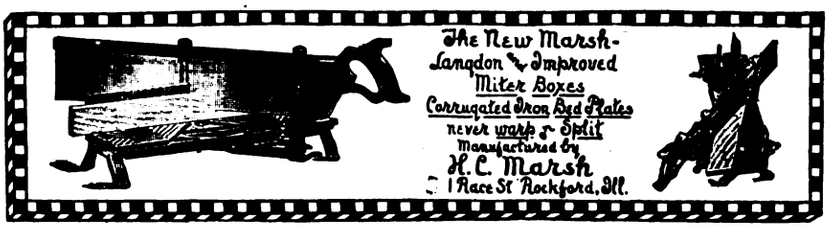
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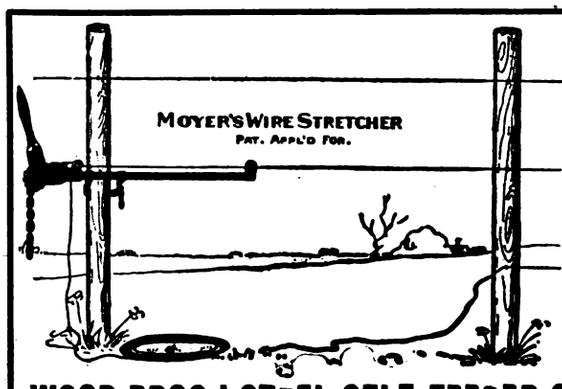
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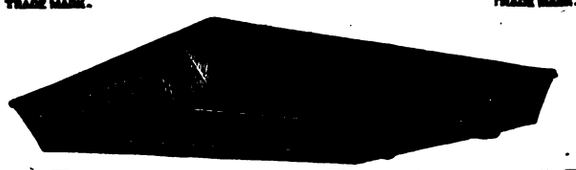


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Pulls the Wire 10 Inches Past the Post . . .
No loose wire after removing the stretcher. No danger to the operator from wire breaking. New roller clutch cannot slip on the wire. Five times the leverage of ordinary wire stretchers. Just the thing for woven wire fences. An absolutely new device for splicing broken wire; you splice the wire and then stretch the splice and the wire is as tight as before it broke.
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A booklet tells
Made in Cleveland Ohio by
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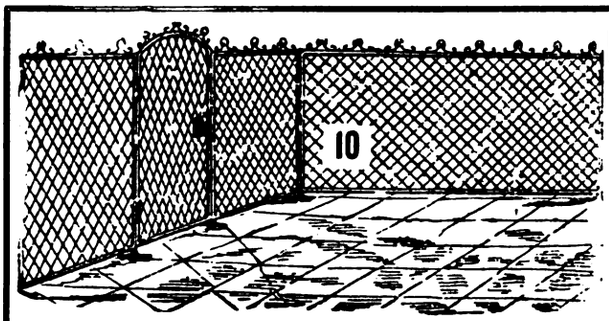


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Are the first made West of Chicago.

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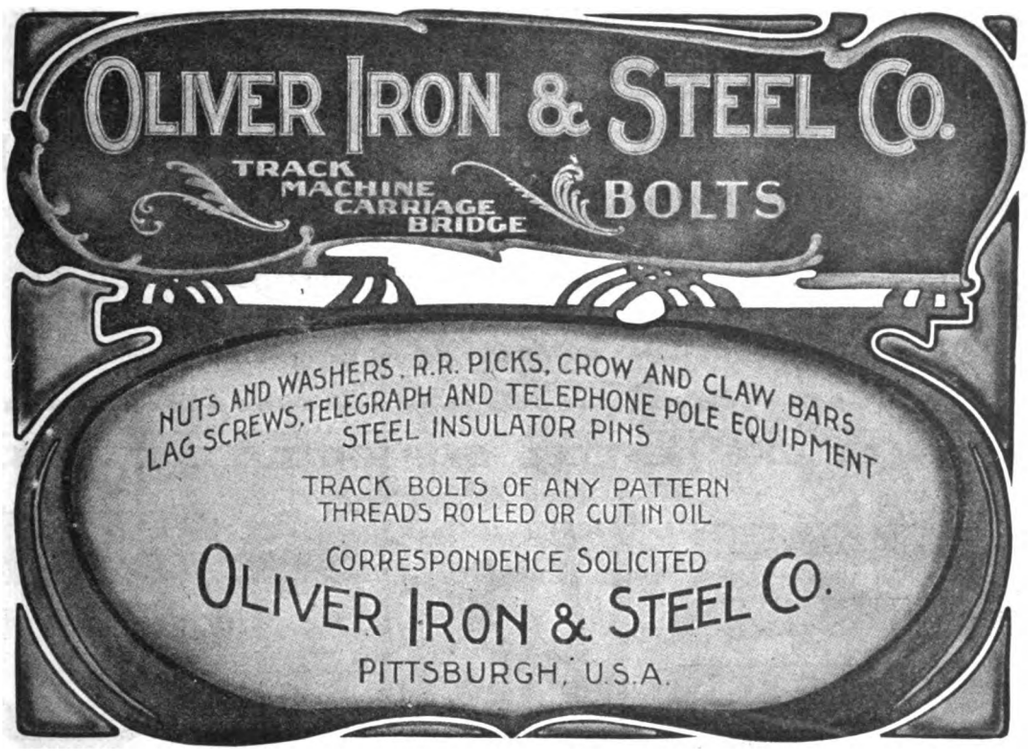
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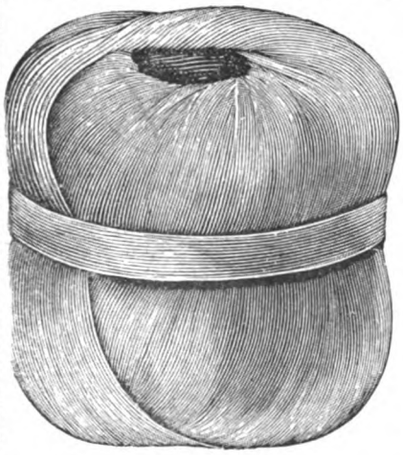
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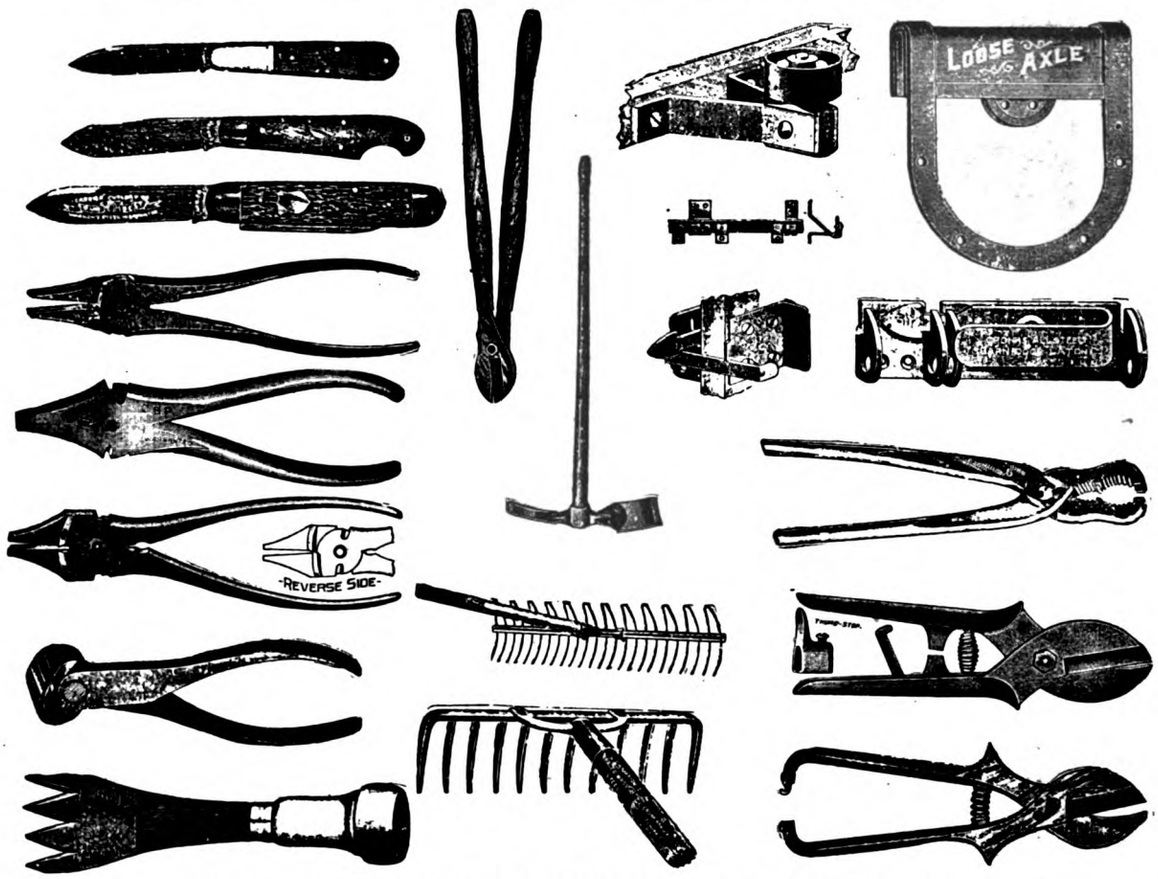
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Good Hardware at Fair Prices.

Special Offer

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Yours very truly,
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Every machine sent on 7 days' trial and guaranteed for 5 years . . .

SPECIAL OFFER. We have a plan for advertising and introducing our machine to new trade which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date 20th Century Cash Register for VERY little money and on VERY easy terms.

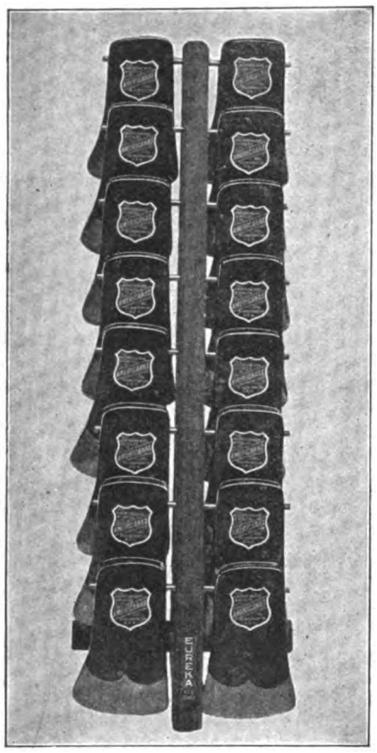
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IT is made of oak, handsomely finished with nickel-plated trimmings. It takes up a very small space on the counter, only 11x12 in. The axes may be placed in any position on the stand and it will not overbalance. A customer can make a selection without handling all the axes you have, therefore it will be a saving of time. Holds 16 axes, weight 10 pounds in crate,

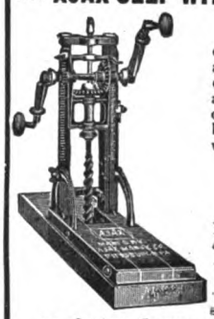
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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the wholesale hardware trade.

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COOKS A WHOLE MEAL OVER ONE BURNER.

The "Ideal" will work perfectly on any oil, kerosene, gas, wood or coal stove or open fire, and will more than pay for itself in a short time in the saving of fuel alone.

The Only Scientific Way Of Cooking.

No offensive odors Burning, scorching or overcooking impossible

Whistle blows when cooker needs more water. Made of heavy tin with copper tank bottom. Used by thousands of families at home and abroad.

"Ideal" Cooker No. 7, holding 9 gallons, will cook at one cooking sufficient for 12 persons or less.

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TO INTRODUCE in all foreign markets we will box ready for steamer, F O B cars New York, upon receipt of price in U. S money or its equivalent, as follows:

One dozen (12) "Ideal" Cookers No. 6 for..... **$33**

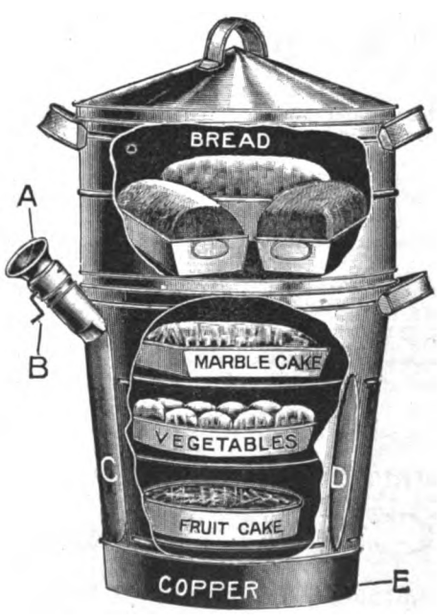
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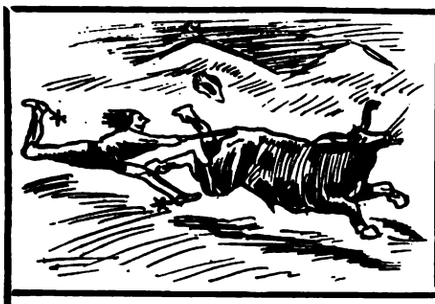
Manufacturers (INC.)

2352 Albion St., TOLEDO, U. S. A.



IDEAL NO. 7.

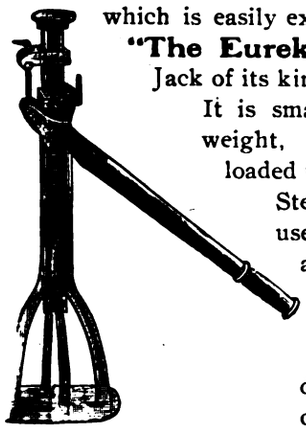
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It is small in size and light in weight, but will easily lift a loaded wagon.

Steel and malleable iron used in its construction. Not a bolt, spring or rivet in it—nothing to wear out or get out of order.

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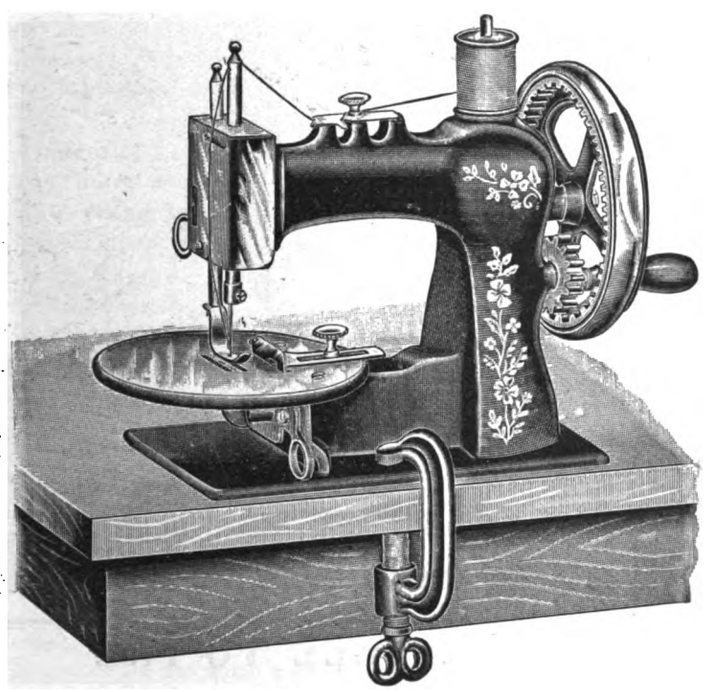
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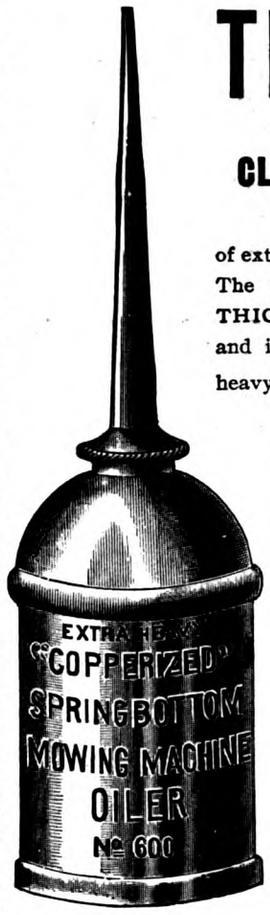
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Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.

THIS CAN

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CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideas in practical tool making. Skilled mechanics prefer Starrett tools; live dealers sell them.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

Among the handsome calendars that have already commenced making their appearance in the trade, a very striking and extremely artistic one is issued by the United States Wire Mat Co., Decatur, Ill., representing one of the Florodora chorus resting herself on a beautiful lounge covered with soft pillows; the whole ensemble, from the black hosiery and short skirits to the picturesque hat and uncovered neck form a picture worthy of the artist; the creation being from a painting by Bryson, the well known artist. The grouping of the picture, the pose and the work of the lithographer are admirably executed.

♣

One of the most uniquely original emanations from the advertising department of Sargent & Co. is a brochure recently distributed, consisting of 8 pages of golden opinions shown on a number of medallions artistically grouped so as to concentrate attention. The testimonials are from domestic science departments of leading colleges, from students in cooking schools and from a number of American kitchens where the advantages and manifold merits of the Gem Food Chopper are endorsed as a great household help.

♣

A large addition has just been erected to their plant by the Coates Clipper Company, of Worcester, Mass. The building is 75x50 feet, two stories and basement. They have now over an acre of floor space devoted exclusively to the manufacture of Clippers.

♣

The British cycle exports for September reached a total of £58,144, as against £57,724 last year. The total for the nine months was £684,438, which compare with £526,805 in 1902 and £410,248 in the preceding year.

♣

Canton Steel Roofing Co., Canton, Ohio, through C. E. Stevens, 17 Cedar Street, New York, exporter, placed an order for two carloads of steel ceilings with one of the most prominent Mahajarahs of Northern India. This ceiling was used in his palace as well as outside for veranda, wainscoating, etc. The palace is fitted up in the most approved American fashion, to minister to the Mahajarah's taste for Oriental luxury and comfort. The Maharajah has, in a personal letter, expressed his extreme satisfaction with this most artistic ceiling. Another Maharajah is already erecting a palace in Northern India fitted up in American way, and another two carloads of ceilings are going forward shortly through C. E. Stevens.

♣

The Reed & Auerbacher Company have been incorporated under the laws of New Jersey to carry on the general Hardware business as heretofore conducted by the firm of Reed & Auerbacher, 229 Bowery, New York. The business has an authorized capital stock of $20,000, all paid in, and will be continued at the above address as in the past. The officers, who are likewise the incorporators, directors and sole stockholders of the company, are: Charles A. Bollerman, president; Helen R. Auerbacher, widow of the former proprietor, vice-president, and Thomas J. Coakley, secretary and treasurer.

♣

W. H Coldwell, of the Coldwell Lawn Mower Co., Newburgh, N. Y., who, accompanied by his wife, has been abroad enjoying a two months' well earned vacation, returned on Monday of last week by the steamer *Minnehaha*. He reports having had the most enjoyable trip from every point of view he has evere experienced.

THE SANITARY VALUE OF SLATE.

A material, says *Cement and Slate*, that seems to be designed by nature for use where a clean, nonabsorbent surface is required, is slate. It meets all of these requirements, combined with strength and durability, and can be made neat and even beautiful where adornment is required. The surface is smooth, therfeore it will not absorb oils or odorous or decaying organic matter; it is not affected by acids, in which respect it is better even than marble. It is impervious to water, air, and changing weather conditions, and not sensibly affected by ordinary variations in the degree of heat. These qualities are not found in any other mineral product, and, taken in connection with the ease with which it can be worked and its consequent low price when compared with other materials used for the same purpose, it is really economical as well as highly satisfactory to use slate slabs for sanitary purposes.

The more fully builders and contractors realize the fact that slate has made a place for itself in the interior fittings of the building, as well as upon the roof, the more satisfactory work will they be able to turn out. Slate has the merit and is not endeavoring to obtain a position by favor which it cannot maintain by excellence. That this is true is shown by the increased call for mill stock. Builders are everywhere waking up to the fact that, to be up-to-date, they must use the most serviceable as well as the most economical fittings for their buildings. In the case of the sanitary construction slate fulfills these conditions.

Among the various uses to which slate is put for this purpose are bathtubs, wash trays, kitchen sinks, dairy uses, drainage, cisterns, etc. For all these purposes and many more the slate is prepared at the factory, according to measurements supplied by the contractor, and all that the latter has to do is to set the slate into place, after it has been set up and fitted at the factory before it is shipped. Slate used for this purpose can be used either in its natural color or it can be given any color or almost any figure desired. By the process of marvelizing slate all kinds of marble, granite, wood or tiling material can be imitated.

L. S. STARRETT CO.'S ACQUISITION.

Our readers will be interested to know that the J. Stevens Arms & Tool Co. recently closed the sale of their fine machinist's tools, patents, good will, etc., pertaining to the same, with the L. S. Starrett Co., of Athol, Mass. The firearms part of the business having grown so rapidly, the Stevens Company found it necessary to either erect more buildings, curtail their product, or dispose of some department, and as the Starrett Company made a satisfactory offer for the tools, the sale was closed and the transfer takes place November 20th, thus combining two of the oldest and best known high grade tool companies in the United States and the combined lines will be continued by the L. S. Starrett Co. The J. Stevens Arms & Tool Co. will immediately occupy the additional space thus gained in increasing their firearms output, making them one of the largest manufacturers of firearms in the United States, and with a greater variety of goods than any other manufacturer of kindred lines. Disposing of the tool department will also enable them to increase their output of automobiles, of which they are already one of the largest American manufacturers.

GOLDEN OPINIONS.

THE ADAMS BAKER MERC COMPANY,

GENERAL MERCHANDISE.

HIAWATHA, KANSAS, Sept. 25, 1903.

CENTURY CASH REGISTER CO., LTD.,

Detroit, Mich.

GENTLEMEN:—We are in receipt of yours of the 23d inst. and glad to know the two additional registers have been shipped, and that they will probably reach us before Oct. 1st. The first register we bought of you has been very satisfactory, we having tested it in every way we could think of, and have always found it to be accurate and capable of doing the work that other machines costing several times as much could do. Our telegraphic order of the 21st inst. for two additional machines for use in our store indicates more forcibly than words what we think of your register. Yours respectfully,

THE ADAMS BAKER MERC. COMPANY.

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HARDWARE

VOL. XXVIII. NOVEMBER 25, 1903. NO. 4

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,
309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The large space given to the reports of the Conventions held at Atlantic City last week by the National Hardware Association of Jobbers, and the American Hardware Manufacturers Association, will be found upon perusal to contain, in the numerous addresses delivered by leaders in the industry, an abundance of good material for our readers. Each successive convention held by these important divisions of the trade, makes the wheels of our industry revolve with greater facility, for this annual interchange of views at close range smooths over a great many rough spots, and removes to a great extent the friction that ordinarily pervaded commercial proceedings in the past. We are enabled to entertain a greater respect for our competitors in business and find they are worthy of our closer friendship, and much of this is brought about by the heart to heart talks possible in the intermingling of earnest workers in this great field of activity.

The general business of the dealers by comparison with the business of a year seems to have held up remarkably well in some cases, surpassing it in volume and amount. A slackening in the demand for general supplies is to be anticipated at this season of the year when an effort is usually made to make invoicing as light as possible. We notice a tendency to grow pessimistic in some quarters because of this lessened amount of business which is inconsistent when we reflect what the year has already done for us. Naturally the belief is prevalent that lower prices may be obtainable on some lines for spring sales, as this is a condition of affairs usually striven for by active buyers. Let us hope that the lower quotations regarded as being possible through changing quotations on raw materials, may be promptly decided upon where possible so that stock orders may be given and the regular wants supplied by early deliveries on specified dates.

The dealers who believe they can safely rely upon the manufacturers to carry stocks, so they can buy in a hand to mouth method of doing business, will come to grief in the way of securing goods when wanted. The country is growing too fast and the farmer too wealthy for such old fashioned methods to again obtain a foothold. The dealer who expects a full season's business will have to order his goods sufficiently in advance of his wants to be sure of being able to keep his own trade steadily in line, so as to furnish seasonable requirements when they are needed. The length of time jobbers have been compelled to wait during the past year for their supplies will convey some idea what conditions would surround a jobbing business handled in this manner.

There are few changes, if any, in current quotations that would affect sales at retail or even in a jobbing way; and the relative difference as far as the most active lines are concerned, when measured by the changes in raw material, need not create a feeling of distrust regarding the future. There is plenty of work to be done which will be well paid for; crops to be planted with the most buoyant hopes of a top notch price; enterprises to be promoted and finished, and prosperity may still be a fruitful anticipation.

THE COMMERCE OF PANAMA.

The commerce of Panama amounts to about 3 million dollars per annum, its population to about 300 thousand, and its area to 31,571 square miles, or nearly equal to that of the State of Indiana. These figures are supplied by the Department of Commerce and Labor through its Bureau of Statistics, and are the latest available data on commerce, population, and area. Those of commerce are from the reports of the United States consuls at Panama and Colon, which have just been received, and not yet published; those of population are based upon the latest official estimate, which shows the population in 1881, and was based upon the census of 1871; while the figures of area are from accepted geographical authorities and are those of the area of the "Department of Panama" of the Colombian Republic. The principal ports are Panama, on the Pacific coast, and Colon, on the Atlantic side, and these ports are visited annually by more than one thousand vessels, which land over one million tons of merchandise and nearly 100 thousand passengers, chiefly for transfer over the Panama Railway, 47 miles in length, connecting the Pacific port of Panama with the Atlantic port of Colon.

Colon, or Aspinwall, as it is sometimes called, has a population of about 3 thousand persons. The city of Panama has a population of about 25 thousand. It was founded in 1519, burned in 1671, and rebuilt in 1673, while Colon is of much more recent date, having been founded in 1855.

The population, which, as already indicated, amounts in number to about 300 thousand, is composed of various elements—Spanish, Indian, Negro, and a limited number of persons from the European countries and the United States, especially those engaged in commerce and transportation and the operation of the Panama Railway. A considerable number of the population is composed of persons brought to the Isthmus as laborers for the construction of the canal, and of their descendants. Since the abolition of slavery in Jamaica a considerable number of blacks and mulattoes have settled on the Isthmus as small dealers and farmers, and in some villages on the Atlantic side they are said to be in the majority, and as a result the English language is much in use, especially on the Atlantic side. Some of the native population have retained their customs, speech, and physical type, especially those in the western part of the province, and claim to be descendants of the natives found in that section by the Spaniards when they discovered and conquered the country.

Of the commerce of Panama, the United States supplies a larger share than any other country. The importations at the port of Colon during the fiscal year ended June 30, 1903, as shown by the report of the United States consul, amounted to $952,684, of which $614,179 was from the United States, $119,086 from France, $118,322 from England, $76,386 from

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Germany. The figures of the fiscal year 1903 show a considerable increase from those of 1902, in which the value of the imports at Colon were $776,345. Of the $614,179 imports from the United States at Colon in 1903, $200,744 was dry goods, $189,333 provisions, $59,890 coal, $38,642 lumber, $32,900 kerosene, $30,400 liquors, and $31,940 Hardware. The value of the importations from the United States in 1903 exceeded those of 1902 by about 160 thousand dollars. The exports to the United States from Colon in 1903 amounted to $173,370, of which $75,432 was bananas, $54,960 cocoanuts, $12,472 turtle shells, $9,400 ivory nuts, $6,460 hides, and $5,924 coffee.

From the port of Panama the exports to the United States in the fiscal year 1903 amounted to $193,342, of which $56,767 was hides, $49,974 india rubber, $27,805 cocobolo nuts, $16,598 ivory nuts, $13,372 deerskins, and $6,908 coffee. The consul at Panama states that the imported articles come mostly from England, Germany, France, Italy, and the United States, but gives no statistics of the imports.

Panama is connected with San Francisco by a weekly steamer schedule operated by the Pacific Mail Steamship Company, and with Valparaiso by a weekly steamer schedule operated by the Pacific Steam Navigation Company and South American Steamship Company. Two passenger and two freight trains leave Panama daily for Colon and Colon daily for Panama. The time for passenger trains over the 47 miles of railway is three hours.

From Panama there is one cable line north to American ports, and one to the south. The actual time consumed in communicating with the United States and receiving an answer is stated by the consul to be usually about four hours. There are also cable lines from Colon to the United States and Eupore.

The money of the country is silver, the rate of exchange having averaged during the past year about 150 per cent.

DEATH OF CHARLES F. BOCK.

Charles F. Bock, of Battle Creek, Mich., died on Monday, November 16th, at his home. Death was caused by organic disease of the heart which originated some two years ago, following an attack of pneumonia. He was born in Buffalo, N. Y., in December, 1836. At the age of 18 he entered the employ of the Hardware firm of Pratt & Co., of Buffalo, where he learned the business thoroughly in seven years. He was married in December, 1858, to Miss Harriet Hagelbarger, of Batavia, N. Y., who, with a son, Frank F., and a daughter, Mrs. George G. Tanner, of Indianapolis, survive him. In 1861 he went to Battle Creek to work for the late V. P. Collier. A year later he became interested in the Hardware firm of Arnold & Co., which continued for four years. Then was founded the firm of Bock & Peters, which continued successfully for fourteen years, after which time Mr. Bock sold out to his partners, and established the well-known firm of Charles F. Bock & Son, which has built up an immense business and made a large estate for the deceased. Mr. Bock had served as President of the State Hardware Association, through which he gained a large outside acquaintance.

DEATH OF WILLIAM W. WILCOX.

William Walter Wilcox, founder and senior partner of Wilcox, Crittenden & Co., Middletown, Conn., manufacturers of Marine Hardware, died at his home in Middletown of heart trouble, November 10, aged 78. Mr. Wilcox had enjoyed excellent health through life until 1897, when he had a mild paralytic shock.

Mr. Wilcox was the only son of William Walter Wilcox and Mary P. Rand, and was born in Middletown, May 23, 1825. Before the age of two he was left an orphan and his early life was spent with relatives in Portland. In 1847 he returned to Middletown and became interested in the manufacture of Brass Eyelets, etc., under the firm name of Penfield & Wilcox, which ten years later was changed to Wilcox & Hall. The business steadily increased, and in 1869 Mr. Wilcox formed the copartnership of Wilcox, Crittenden & Co., for the manufacture of a general line of Marine Hardware. He invented and patented several articles used in connection with vessels' equipment, and in 1885 he went abroad and succeeded in inducing the British Admiralty to adopt one of his inventions, the spur grommet, for use in the British Navy. In 1877 and 1879 he represented Middletown in the Legislature, and for the past 20 years had been a director of the Middletown National Bank. He was an attendant at the South Congregational Church and always contributed generously to its support.

WIERD MEMORIES OF THE MINERS OF GRAPHITE.

The graphite for most of our pencils comes from an obscure mine in the Adirondacks. One very hot day three of us started out to explore this region and see for ourselves whether, as had been said, one's first visit to the place was a wierd experience. The beginning of the trip was anything but poetic; the sand and stones in the road almost scorched the leather of our shoes, the choking dust filled eyes and nose, and agonizing visions rose before us of the shaded veranda and the chilled lemonade straws we had just left. But soon the regular mountain trail came in sight, toiling up and up, between rows of typical miners' cabins.

As we came around the bend in this path, there towered up suddenly into view a tremendous gray-blue hill of powdered granite, fully two hundred feet high, its particles all glistening with the intense heat of the sun; in a great arc about its base were gangs of men shovelling this waste product into teams, for cartage to unfinished highways. It was the work of a few moments to climb this hill of dust, itself on a mountain-side, and to obtain a splendid view down the lake-floored valley, all shimmering in the hot sunshine. The crushing mill shot the pulverized stone down a long sluiceway in a blue mist to this mound; the refined graphite itself was stored carefully in the mill, ready for shipment to the factories to be made into a paste for the pencils. But this point was not the goal; where was the mine which fed the mill?

Just beyond wound a narrow railway, which led to a black hole in the mountain-side and was lost within. It was dangerous to venture into that unknown darkness; it was perhaps a trespass of the law to loiter about even the mouth of the tunnel; at any moment an official of the mine might place us under arrest, or the tram cars might come rushing upon us from hidden ways in the midst of the mountain; but it was too late now to turn back. We entered, leaving the day behind.

Cautiously we groped our way at first; on each side were walls of rock, black and dripping wet, in sudden and deliciously cool contrast to the hot oven of out-doors. Flaring wicks in niches along the walls showed from time to time our whereabouts, for the tunnel had turned at once from daylight and burrowed down into the heart of the mountain. At times black, mysterious, slanting chasms opened to right and left. Once a long, low gallery sloped to a spark of sunlight fully six hundred feet distant, which glowed like a diamond far up on the right. The galleries, with their huge logs propped diagonally between ceiling and rock floor, were ghostly in the dark intervals between the torches; the monotonous patter of the drops of moisture merged at times into a faint trickle down the seamed and jagged walls; it was a fantastic accompaniment to the hollow, echoing splash, splash, splash of our foot-steps.

Perhaps a fifth of a mile had been covered in this exciting journey underground before we became aware of a heavy tremor in the walls of the sombre, Cimmerian chasm ahead; more and more frequently bits of stone were becoming dislodged by the vibrations and falling with many a splash all around. A sudden gust through the mine extinguished the only torch in sight; we stopped, shivering, to listen. From far beyond a dull booming and thudding came to our ears. We were in the blackness of the darkest night now, but it was equally dangerous to advance or retreat; if the worst should happen, however, and the tram cars came thundering around the corner, there was just room to crouch either side in the rough-hewn gutters, brimming though they were with water! As we struggled slowly on, alert and fearful, the vast rumbling increased.

Abruptly a shape loomed out of the mist ahead; then, as we turned a sharp corner, we saw in the distance lamps and torches twinkling, and a mighty steam drill pounding away, boring holes for a blast. The shape in front was a docile mule, hitched to a large flat-car which was standing on the rails. We were in a cavern of solid rock, with miners in all directions busily loading up the cars with fragments from the preceding blast, or else staring curiously at us through

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the murky gloom of steam and powder-smoke. Splotches of muddy blue dripped on us from the low rock roof, as we stood watching the fascinating scene.

An old, gray-bearded miner, resting on his pick, stood near, watching us quizzically. After a moment of conversation, he granted us permission to stay, himself volunteering to lead us through the other galleries to the newer mouth of the mine. With a flaming tin torch he led the way through the dusky cave, and then began a panting, slanting, slippery climb up a transverse vein of the blue stone. More than once he paused to let us catch our breath and look back down the long, rough chute; away off in the galleried depths of the mine the flicker of a stationary torch would just be visible, perhaps, or the glint of wet graphite in the oblique, far-reaching rays from his own blazing beacon, as he held it high above his head.

So scrambling and stumbling upwards, he led us at last to the newer passage and thence down again till we came in view of the daylight once more. And a marvellous vision that first view was: we seemed to be gazing through the wrong end of a telescope on a beautiful landscape, for the gallery curved down in such a way as to command a long perspective of the valley, a thousand feet below. A brilliant picture, framed in jet, stood out clear cut, of the lake, set like an opal among the bright emeralds of the encircling hills, with here and there the white of a sail dotting its remote flatness, and the deep blue of the distant mountains for a background. The full moon was in sight above, and because of the darkness of the passage-way had become already a glowing globe of silver, while several stars around shone prominently forth. As we moved on, the silvery radiance paled, the stars all faded quite away, and the cool caverns of the earth opened abruptly into the furnace of sunshine again.

EDGAR WHITE BURRILL.

NEW ENGLAND HARDWARE TRADE.

(From our Traveling Correspondent)

In all parts of the country there has been, during the past few years, a growing tendency on the part of the Hardware trade to expand and enlarge in business. In many places this has been done by adding new lines of goods, or by branching more extensively into the wholesale trade.

The growth and enlargement of the trade has been more marked, or more noted at least, in the middle or Far West. But while big concerns have grown up with the development and settlement of the West, here in the East the Hardware trade has also been undergoing many changes. The business has been pushed and by close attention and carefully looking after customers' trade a good local jobbing business has been built up by many New England Hardwaremen.

One Western Massachusetts concern having made a marked success in this way, is the Peirson Hardware Co., of Pittsfield. The firm is composed of Henry R. Peirson and Frank E. Peirson, both of whom are practical Hardwaremen with up-to-date business ideas. In referring to business H. R. Peirson said that the cash trade was growing. This was accounted for by the fact that new lines were constantly being added. In the jobbing end of the business there was not much room to further enlarge, as the concern was covering all the territory that could profitably be worked from Pittsfield. The arrangement of the retail store of the Peirson Hardware Co. is especially good, and exceedingly attractive. Another of Pittsfield's retail Hardware concerns is the Berkshire Hardware Co., composed of J. H. Eells and Seldon Andrews. The Berkshire Hardware Co. carry a complete line of Hardware as well as paints, oils and sporting goods.

The Hardware & Mill Supply Co. of Pittsfield is, as its name implies, a Hardware and general supply store.

Eight years ago J. Douglass Law moved into his present store, which is to-day one of the most attractively arranged in Springfield. Large plate glass cases in front and down one side of the store contain an attractive line of cutlery and tools.

Another of the older Springfield Hardware concerns is Geo. A. Graves & Son. This concern makes a specialty of Builders' Hardware and carry a large stock in the line, doing some local jobbing business.

Up on State Street, corner of Main, is another of Springfield's leading Hardware stores—Homer Foot & Co. A great variety of goods are carried by Foot & Co., which includes about everything in Hardware.

An exclusively heavy Hardware concern is C. C. Lewis & Co., who do a wholesale as well as retail business, although the larger part of their trade is in the jobbing end.

One of the most up-to-date and progressive concerns of Hartford is Clapp & Treat. The business was established only a few years ago by Geo I. Clapp and I. C. Treat, and was a success from the start, and to-day is one of the large Hardware concerns of the State. Mr. Treat said that business was good and that their trade was constantly increasing in some lines. In addition to a general line of Hardware Clapp & Treat make a specialty of fine tools and mill supplies, and sporting goods.

An attractive window display was being made by Clapp & Treat by using two beautiful full mounted elk heads and arranging guns and rifles attractively about these heads. The heads were brought from Canada by Mr. Treat on one of his recent hunting trips.

In addition to Hardware Robt. C. Witte, of Hartford, carry a large line of seeds, paints, glass and house furnishing goods.

A well arranged store is that of Francis & Co., of Hartford. Builders' and general Hardware is well stocked, and a good line of shafting, hangers and belting is also carried.

Another of Hartford's progressive firms is Tracy, Robinson & Williams. Mr. Williams said that business was good and that trade was growing.

J. H. & W. E. Cone also were making a good window display of gun goods, especially on loaded shells and cartridges.

One of the oldest established Hardware houses of New England is that of J. A. Bassett Co., of New Haven. A very original and attractive sign is used, on which is printed in old English letters "Ye Old Hardware Store." Being established away back in the 18th century, the store is in reality the one in which "grandfather traded." But although the business is an old one, the methods of conducting it to-day are up-to-date and the advertisements of the J. A. Bassett Co. could not be improved upon.

In addition to general Hardware the Lightburn & Pond Co., of New Haven, do an extensive business in dairy supplies, as well as farm tools and seeds. R. C. Lightbourn is president and the secretary is G. H. Pond.

Another large retail and wholesale concern of New Haven is C. S. Mersick & Co., who make a specialty of Heavy Hardware, plumbers' and blacksmiths' supplies. Mersick & Co. also carry a large stock of iron and steel.

In addition to a general line of Hardware, N. T. Bushnell Co. do an extensive business in manufacturers' supplies as well as cutlery and tools. This firm reported business good and said that the outlook was bright for a good Winter's business.

Another New Haven dealer who does a large business in general Hardware as well as paints and oils is C. S. Phillips. The Hardware dealers of New Haven do not handle stoves or furnaces. These lines, however, are extensively handled by S. E. Dibble, who also carries on a large plumbing and tinning trade.

O. S. Wright is in the same line, and was showing a large variety and extensive stock of high grade stoves and ranges.

Most of the Hardware makers are busy and some report being still behind on their orders. They say that business from the West and South continues good. To meet the demands from a growing business some of the manufacturers are enlarging their plants. One such concern is Andrew B. Henry & Co., whose product of fishing reels and bird cages are now shipped to all parts of the world.

One of Connecticut's most enterprising Hardware houses is located in Willimantic. From this city Jordon Bros. have succeeded in building up a substantial jobbing business. A very complete stock is carried by Jordon Bros. and the firm have been especially successful in their wholesale trade because they have closely studied the wants of their country trade and carry the kinds of Hardware most demanded.

HAMMERNAIL.

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GEORGE H. SARGENT'S SEVENTY-FIFTH BIRTHDAY.

In commemoration of the seventy-fifth anniversary of his birth, George H. Sargent, of Sargent & Co., entertained the members of the board of governors of the Hardware Club on Tuesday evening, November 12th, at a banquet which took place in the Governors' Room at the Club. It was his intention to have given this delightful function on its appropriate date, October 29th, but his original intention had to be modified on account of his daughter in Philadelphia having already committed him to a family party in which he was the honored guest. As it subsequently turned out, the members of the board of governors, in their individual capacity, had designed and prepared a sterling silver loving cup suitably engraved with an expression of their love and esteem which they intended presenting him on that interesting



THE LOVING CUP.

date. They had not then been advised regarding Mr. Sargent's proposed banquet, so the opportunity was seized upon to combine the two affairs when officially announced. The cup, of which we give an illustration, was forwarded to Mr. Sargent to surprise him at the family gathering, which it certainly did. Coming from his Associate Governors, it was a souvenir deservedly appreciated. At the banquet prepared at the Hardware Club, in addition to the governors, all of whom were present but two, who were unable to attend, a few guests, members of Mr. Sargent's business staff, were there, viz: Thomas J. Atkins and W. J. Ladd, who have been with the house since March and September, 1856, respectively; George Munson, who went there in 1860; George F. Wiepert and John Sargent—17 in all. Alfred D. Clinch acted as toastmaster, he having, on behalf of Mr. Sargent, arranged the details of the gathering. The elegant table decorations and setting and the excellence of the dinner reflected much credit on E. Blanc, the club steward, who entered heartily into the spirit of the occasion. After dinner the toastmaster called upon R. R. Williams, who made an address in behalf of the governors, to which Mr. Sargent responded feelingly and felicitiously. Other addresses were made by Messrs. Atkins, Ladd and Kennedy, after which the other guests were called upon by the toastmaster for remarks, and responded with interesting reminiscences and kindly personal tributes to the host of the evening. W. R. Walkley, one of the governors, who was unavoidably absent, contributed a poem, which was printed on the third leaf of the *menu*, which also contained a portrait of the host and a *fac-simile* of the cup. The following telegram, dated San Francisco, from Brace Hayden, who was unable to get there in time, was read as a toast: "Stalwart and sound in business principles, health and politics, may the echoes of the past be the reflection of future hopes without a discordant note, blending with perfect accord in the symmetry of a life well spent."

Mr. Sargent, having been one of the governors for a number of years, and was for two years its honored president, fully appreciated this superb token of his associates' love and esteem; his characteristic geniality, his ever present cordiality and kindly nature endears him to his friends both old and new. Fond of humorous sallies, his dignified demeanor is often softened by a love for humorous illustration, which is one of his noted characteristics. May he be long spared to us, and each birthday be rounded out with as suitable an expression of the high regard in which he is held by the leaders in every division of the Hardware industry.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED NOV. 9, 1903.

352,136. BAKING AND ROASTING PAN, J. B. Leach, Roberts, Ill.

352,189. SASH FASTENER, R. M. Hutchinson, Boston, Mass.

352,233. PNEUMATIC CHECK FOR DOORS, ETC., J. B. Edson, Brooklyn, N. Y.

352,341. WOODEN SHOVEL, H. Middleton, Houlton, Me.

352,355. SASH FASTENER, F. L. Rosentretter, Cleveland, Ohio.

352,416. CARPET TACK TOOL, M. S. Lantz, Chestnut Hill, Pa.

PATENTS ISSUED NOV. 10, 1903.

743,519. TACK HAMMER, C. S. L. Kennedy, North Easton, Mass.

743,527. WINDOW OPENER, J. Leonius, alias Nilus Leclerc, St. Eugene, Canada.

742,552. CASTER, M. W. Owens, Hamilton, Ohio.

743,758. CLOTHES DRIER, G. F. Schrader, Rochester, N.Y.

PATENTS EXPIRED NOV. 16, 1903.

352,508. BICYCLE SUSPENDER, S. W. Babbitt, Meriden, Conn.

352,561. PRUNING SHEARS, J. Neff, Jr., Pultney, N. Y.

325,570. HAMMER, S. G. Pillsbury, Long Island, Kans.

352,617. SASH FASTENER, H. B. Ives, New Haven, Conn.

352,619. ROOFING FELT, F. L. Kane, Brooklyn, N. Y.

352,719. WINDOW SASH HOLDER, H. W. R. Strong, Oakland, Cal.

352,741. DOOR HANGER, I. Doan, Aurora, Ill.

PATENTS ISSUED NOV. 17, 1903.

744,060. SIEVE OR STRAINER, J. Frye, Toronto, Canada.

744,064. POCKET KNIFE, H. Goldin, New York, N. Y.

744,120. WRENCH, J. H. Shepherd, Denver, Colo.

744,149. SUPPORT FOR SHELVES OR OTHER ARTICLES, C. E. Wilton, Bristol, Pa.

744,232. BLIND OR SHUTTER HINGE, C. Purrington, Plymouth, Conn.

744,460. LAWN SWEEPER, K. F| Battle, Schenectady, N. Y.

BISSELL'S NEW LARGE LITHOGRAPHED HANGER A WORK OF ART.

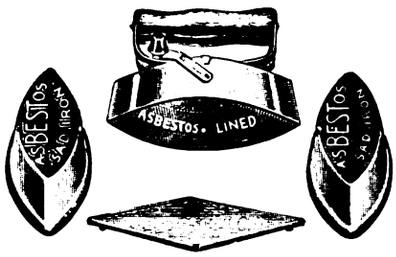
Ever alert and progressive in the production of advertising features to broaden the fame and increase the demand for their product, the Bissell Company have just brought out what is unquestionably one of the most artistic and effective lithographed hangers that has ever been produced for commercial use. The original oil painting, from which this hanger is reproduced, was made by John C. Johnson, who promises to become one of America's great painters. These hangers are reproduced in fifteen colors on the best coated, lithograph stock, and the work has been done by one of the finest lithographers in this country. So faithfully has the work been executed that you can even detect the artist's brush marks in the reproduction. Although the cost of producing a hanger of this kind is considerable, it is apparent that this is a piece of advertising that will wield a powerful influence in creating a demand for the Bissell sweeper. Wherever this hanger is shown, it will be certain to command attention, and clinch in the minds of observers some strong points in favor of the Bissell sweeper. The Bissell Company will send one of these lithographs gratis to any dealer handling their carpet sweepers.

The Humboldt County Retail Hardware & Implement Dealers' Association held their first annual meeting in Eureka, Cal., on Oct. 28, and elected the following officers for the ensuing year: President, J. E. Janssen; vice-president, Fred Leach; secretary, H. E. Reid; treasurer, Frank Reid; executive Committee, C. C. Craford, Arcata; Chas. Williams, Ferndale; Fred Leach, Fortuna; Frank Kelly, Eureka; Peter Healey and J. E. Janssen, Eureka. The principal object of the association is to foster friendly intercourse between dealers to encourage co-operation in all matters pertaining to the interests of the trade.

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DOVER MFG. CO.'S ASBESTOS SAD IRONS.

The Dover Mfg. Company of Canal Dover, Ohio, manufacturers of Asbestos Sad Irons, call attention to the fact that they have recently made additions to their line until, as they state, they now have the only complete line of Sad Irons on the market, comprising as it does every iron which can possibly be required for use in the home. We illustrate their line herewith, and it will be noted that the irons which have been added are the Sleeve Iron and the Shirt



Waist Set. In construction, these irons are the same as the balance of the Asbestos line. By a proper employment of Asbestos liuing and dead air spaces, the handle of the Asbestos Sad Iron is rendered absolutely cool to use, while the core or bottom, being protected from drafts of cold air and being so constructed as to retain all the heat longer than would be possible with an iron of any other construction. The manufacturers state that Asbestos Sad Irons are being well received by the trade and the consumers. They are no



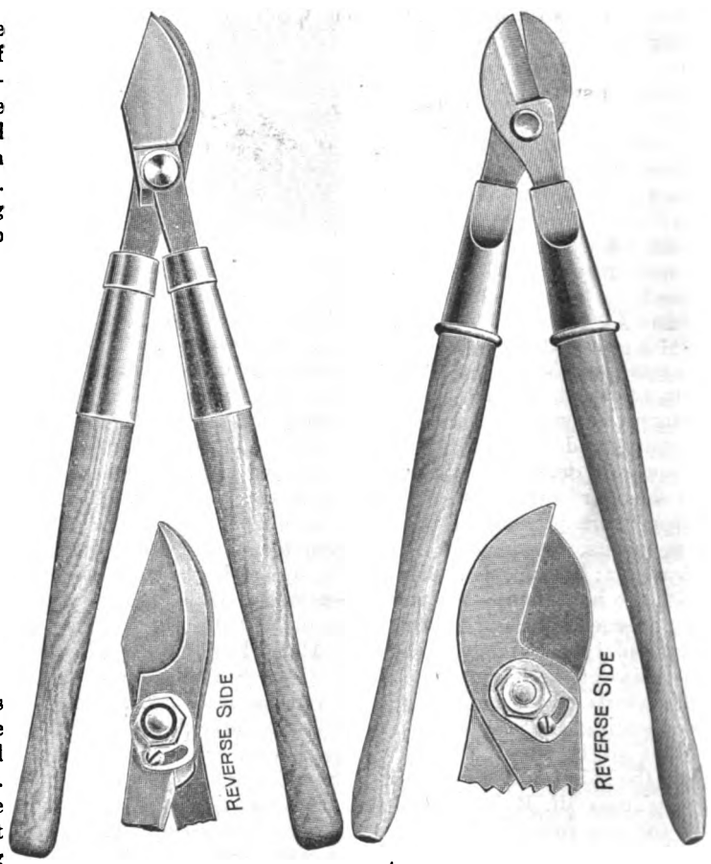
longer an experiment, but are everywhere recognized as among the leading Sad Irons. They say that their volume of sales during the past year has increased satisfactorily and the irons are well introduced throughout the entire country. The manufacturers are introducing a new feature in the packing of their product, the Laundry Irons, the Shirt Waist Set, the Pressing Iron and Polishing Iron being packed in individual boxes. These boxes are very neatly made of stained lumber, with lock corners and are intended



for the convenience of the housewives, as the irons may be kept in them when not in use. The manufacturers state that they have made a number of improvements in their shop methods during the past year and in consequence of these improvements they are producing more perfect irons, if possible, than ever before. They urge dealers to stock the entire line rather than any portion of it, and state that by their vigorous advertising in the leading publications read by women, they have created a steady and strong demand for them. They also state that their campaign of advertising will be continued and they propose to do everything possible to stimulate the demand for Asbestos Sad Irons and make them good, live stock for dealers to handle. The irons are carried in stock by the majority of the leading jobbers of the country and the Dover Mfg. Company will be pleased to mail catalogues and quote prices to all interested dealers upon application.

THE CRONK TREE OR HEDGE PRUNERS.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., are the manufacturers of the Fresno pattern pruning shear of which we give an illustration. It is forged from high grade tool steel, finely tempered, having a solid wrought steel ferrule;



CRONK'S WOOD HANDLE PRUNERS.

also has their lock nut device making it impossible to work loose and ruin the shear. It is made in three sizes No. 120, 20 inches in length; No. 126, 26 inches; and No. 136, 36 inches. We also give an illustration of their Wood Handle pruning shear which also has the lock nut device. This tree or hedge pruner, being made with shear cut, will work very much easier than other pruners of this style. The blades of No. 10 are made of the best tool steel; the blades of No. 12 are made from fine cutlery steel, extra heavy and extra long. This is also made in three sizes, No. 10, 26 inches; No. 12, 36 inches and No. 14, 60 inches. The regular Cronk pruning shears have a long malleable socket in place of a one inch ferrule as used in most pruning shears, which is securely fastened to handle and riveted through blade, which in connection with the lock nut makes the bolted shear a decided success, being a great improvement over the old style shears which have been deficient in this respect. This new device is covered by their own patents both as to socket and lock nut.

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OUR BRITISH LETTER.

(By our Special Correspondent).

LONDON, Nov. 15th, 1903.

EVENTS OF THE MONTH.

There have been few events during the past month of any special interest to Hardwaremen, and with the exception of the Brewers Exhibition, none of the Exhibitions held either in London or in the provinces have had any reference to the Hardware trade. The Brewers Exhibition, which has now been running annually for 25 years, was held at the end of last month at the Agricultural Hall, Islington, London, and was a very successful event. It included displays of apparatus and accessories required by brewers, hotel keepers and others, in the pursuit of their calling, and many manufacturers and manufacturers' agents made remarkably attractive displays of specialties, among which was a fair sprinkling of American novelties. Some good advertising mediums were on view and interesting examples of the potters' art included spirit kegs, bottle and water filters as well as domestic earthen ware. Some good examples of cooperage were shown, among which were some well finished woodwork and other novelties. The Cutlers' Feast was one of the important events of recent date. It is an annual event looked forward to by steel manufacturers and the functions associated with the election of the Master Cutler, together with his installation according to the usual ancient ceremonial, are interesting events. Mr. Michael Joseph Hunter, who has been elected Master Cutler for the ensuing year, is the third member of his family to occupy that position. His grandfather filled the office in 1852 and his father in 1860. The present Master Cutler was born in 1856 and took over the control of the firm's business, which consists in the manufacture of table and pocket cutlery, scissors and electro plate, in 1883. In my next letter I shall refer to the two important cycle shows which will take place simultaneously at the Agricultural Hall, Islington, and the Crystal Palace, Sydenham, at the end of the present month. These shows are looked forward to with a considerable amount of interest not only by motorists and cyclists, but by Hardwaremen and traders in cycle accessories and motoralities.

IRONMONGER-IMPLEMENT AGENTS.

Many country ironmongers in Great Britain add to their business that of agricultural implement agents, and distribute the productions not only of British manufacturers but of many of the more important American and Canadian firms of agricultural implement agents, during the Autumn and Winter months. The sale of most of the leading American productions is almost entirely at a standstill when the harvesting operations are over, and neither agents nor farmers entertain the question of buying or even considering the purchase of harvesting machinery and modern appliances whereby these operations are facilitated. The only machines which can rightly be placed under the category of harvesting machinery, now seasonable, is the potato harvester, which is now coming into general use in Great Britain, and, of course, is used during the Autumn months. The old-fashioned plan of harvesting potatoes was carried out entirely by manual labor, and during the late Autumn months many thousands of Irish farmers and agriculturists came over to this country, engaging themselves for a short time as potato getters, and their advent brought a considerable rush of trade to country ironmongers in consequence of the demand for potato forks, skips and baskets. The trade in these tools has largely been superseded by the use of potato harvesters, it being recognized that by the aid of these modern machines potatoes may be gathered much quicker and with less loss than formerly. Both English and American potato harvesters are now brought to such a state of perfection that the potatoes are not only dug up but collected and placed in sacks without the assistance of hand labor. The sale of such machines has engaged the attention of agricultural implement agents during the past two or three months, and now that the potato harvest is nearly over, the sale of food-preparing machinery occupies their attention. An examination of the stock of an up-to-date agricultural-implement agent reveals the fact that American manufacturers are rapidly coming to the front with their food-preparing machinery and grasping the requirements of this country. The chief machines now being sold by British ironmongers-implement agents consist of chaff-cutting machines, both for hand and power, root slicers, fingerers, and pulpers, as well as kibbling mills, corn and maize grinders and other appliances of a similar character; and country traders are now busily engaged canvassing their clients and introducing to their notice at markets and Autumn fairs, the respective merits of the different machines for which they hold agencies.

THE AMERICAN STEEL TRUST.

The present position of the Steel Trust in the United States has caused a considerable amount of apprehension on the part of British iron masters and manufacturers during the last few weeks. The threatended "dumping" of surplus stocks in Great Britain has naturally given rise to uneasiness; not only manufacturers, but dealers regarding the step with uncertainty not fully knowing what its influence on the market prices of both raw material and manufactured goods, will be. The threatened "dumping" has already become a reality and several cases of large consignments of American steel bars have been placed in this country at prices lower than British manufacturers were enabled to quote have occurred.

LARGE SHIPMENTS OF STEEL FOR SOUTH WALES.

The announcement that several cargoes of steel billets have recently been received in South Wales, where so much raw material is used in the manufacture of tin plates, has disturbed British makers of steel billets. One of the foremost firms of steel and tin plate manufacturers in the Swansea district have recently bought some thousands of tons of American steel bars at prices ranging fully 10 ? per ton less than English quotations. The tin plate trade in Glamorganshire and Monmouthshire has been in a very bad state during the last few years, and unfortunately many dismantled iron and steel works may be seen in the South Wales valleys. Within the last forty years upwards of 70 important works have been closed down. Messrs. John Lysaght, Ltd., who recently removed their extensive works from Wolverhampton to Newport (Monmouthshire), in order that they might receive the benefit of being located on the seaboard, have recently received a consignment of 100,000 tons of American steel bars. This firm's works, which are of an extensive character, are located along the banks of the River Usk, they are exceedingly convenient, and are built on the most approved plans, no expense having been spared in fitting up the new works with plant of the most up-to-date type. Messrs. John Lysaght, Ltd., are large manufacturers of galvanized iron, corrugated sheets, and other goods, in the manufacture of which large quantities of steel bars are required.

THE C. O. D. POSTAL SYSTEM.

Retail ironmongers have suffered considerably during the last few years in consequence of the energetic steps taken by some of the leading advertising firms and have lost many orders for novelties and specialties owing to the facilities given by parcel post arrangements, by which consignments of goods may be transferred from distant places at small cost. The threatened increase in the facilities for this class of trading has given rise to much controversy and discussion at recent meetings of ironmongers' associations, and the Central Board of the Ironmongers' Federated Association have taken up the question with a view of safeguarding the interests of retailers, especially those located in country districts where there is a natural tendency among residents to avail themselves of the greater advantages of trading at general stores and large emporiums. The Postmaster General has intimated that as soon as the country is ripe for the change and shows the need for an increased facility in parcel

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post trading, he will put into operation a system of C. O. D. (cash on delivery) parcel post, somewhat similar to the experimental service which has been carried on in India for some time past. Private purchasers naturally regard the system by which they will be enabled to send their orders to unknown firms and to pay through the postal authorities when the goods have actually been delivered, with favor. The advantages to retail traders are very questionable and doubtless the majority of ironmongers will strongly protest against the innovation which will be little or no benefit to them, but which may seriously interfere with their returns. It has been argued by the promoters of the scheme that traders will be enabled to avail themselves of this C. O. D. system, but on the other hand it is pointed out that fully accredited traders have no need to pay cash before they receive the goods they order; consequently the C. O. D. system will not apply to them, because when goods are ordered by carrier or post, payment can be made in the usual way. In a similar manner I notice the National Association of Implement Manufacturers of America has placed on record their disapproval of the proposed Parcels Post Bill, the Committee on National Legislation having pointed out that its passage by the American Legislature would be prejudicial to American agricultural implement agents.

SHORTENING OF CREDIT.

There is a marked tendency in the direction of shortening of credit, and manufacturers, in this country, who formerly gave extended credit now insist on prompt monthly settlements. Naturally retail Hardwaremen find it difficult to pay prompt in view of the difficulty they experience in collecting their own outstanding accounts with the same degree of speed. The advantages of short credit and cash trading over the older credit systems have recently engaged the attention of the Liverpool Ironmongers' Association and members are urged to bring their terms of credit more in line with present day methods, reducing the time allowed and rendering their accounts with greater promptitude and at shorter intervals. It is only in this way that retailers can hope to cope with competition and obtain adequate capital whereby they may secure the full advantages of cash discount and ready money trading.

THE EIGHTIETH ANNIVERSARY.

The Pike Mfg. Co., Pike, N. H., find this year an exceedingly happy one for they are enabled to celebrate their eightieth anniversary. What a long period of time to have an American company continue without important change, except the volume and extent of a noted business! Few veterans in the Hardware business to-day can go back to a time when they never knew Pike and sharpening stones were synonmous terms. This business founded on a limited scale in the early days, now reaches to every port in the world where sharpening stones are regarded with any degree of interest. Even a half century ago there were but few varieties especially of scythe stones, when to-day they number an assortment with every grade of fineness demanded by the wants of the country that uses them. The noted distribution of sharpening stones now so important an item in the stock of a Hardware store, that none exists without an assortment; has been steadily developed by the far-reaching efforts of E. B. Pike who knows only too well the advantages of intelligent publicity, and in this he is ably seconded by his son, E. Bertram Pike, who keeps nobly to the pace set by his father. They own the quarries from whence are drawn the stones with which the name of Pike has long been identified such as the Black Diamond, White Mountain and Indian Pond Scythe Stones, the Lily White Washita and Arkansas Oil Stones. The company have the sole agency for the India Oil Stones, manufactured by the Norton Emery Wheel Company; they are also agents in this country for the celebrated Swaty Hones, Craigleith and Blue Miter Wheels, and handle nearly everything in the line of Sharpening Stones.

A TWENTIETH ANNIVERSARY.

The Detroit White Lead Works, Detroit, Mich., celebrate the twentieth anniversary of the manufacture of "Rogers Carriage Paints," one of their most important lines, by the issuing of a leaflet, cleverly written and handsomely printed, showing in an interesting manner "The origin of ready mixed varnish gloss carriage paints, and a short account of Rogers carriage paints." It is certainly in style and typography something for their advertising department to be proud of. In referring to the changes from past methods, the following is extracted from the "short account" given:

"To appreciate the value and perfection of Rogers Carriage Paint, we will look back to those years previous to its manufacture and consider the crude method then used for re-finishing vehicles. In the first place, when re-finishing became desirable, it was necessary to hire an experienced mechanic, who first laboriously scraped off the old paint and varnish. Then the vehicle was given a coat of lead, followed with several applications of color, and finally the rubbing and the finishing varnishes were applied. This process, as you can imagine, cost many dollars and consumed several weeks time.

No doubt there was much dissatisfaction felt over this slow and expensive method, but it was accepted as inevitable, and in consequence, many vehicles, either through lack of time or money, were never re-finished. Paint history makes no record of the fact but it hardly seems possible that no efforts were made to remedy this old system. In all probability there were many, but none that met with any success. The matter was brought to our notice by Dr. A. J. Gardner of Grand Rapids, Wood County, Ohio, to whose happy suggestion we owe the existence of Rogers Carriage Paint. It was not until after many months experimenting and by the use of materials hitherto unknown to the business that the perfected article was offered for sale, and it was thoroughly proven that Rogers Carriage Paint would take the place of lead, color and varnish. The result was that a man was enabled to paint his buggy himself for seventy-five cents, and have it ready for use in twenty-four hours." A neat little celluloid bookmark accompanies the leaflet and forms an appropriate advertising souvenir.

ONE CORPORATION FEEDS A MILLION PEOPLE.

Without question the United States Steel Corporation is not only the greatest corporation in the world in point of capital, but also in the number of stockholders. All over this country, in Canada, in England and on the Continent holders of Steel stocks are to be found. The common stockbooks have just closed for the quarterly dividend of 1 per cent., calling for $5,000,000 and it has been found that since June 6,010 persons have bought the common stock. This makes a total of 36,997 common stockholders, and is an increase of sixty-seven new holders for each day of the three months, counting Sundays. There are 34,958 preferred shareholders, which makes a total of 69,955 registered—the largest number in the world. To this there should also be added the holdings of the 28,000 employees of the corporation who are enrolled under the profit-sharing plan, making a grand total of 97,955 shareholders.

Census statisticians allow five persons to a family in the United States. On this basis something like 350,000 persons derive income from Steel stocks. As the number of employees is approximately 160,000, some 800,000 more persons get from the great corporation a livelihood through the wages it pays. This makes 1,150,000, or one-eightieth of the population of the United States, who look to the Steel Corporation for a living. To this number might well be added the shareholders and employees of many of the great railroads and transportation companies which handle the immense traffic of the company at Pittsburg and elsewhere. Certainly much of the revenue of these companies is derived from the operation of the big corporation, and this means wages and dividends for hundreds of thousands more people.

The corporations which approach the Steel Corporation in magnitude of stock lists are the Pennsylvania Railroad, with 35,000 shareholders; the Atchison, Topeka and Santa Fe, with 18,000; the American Sugar Refining Company, with 15,000, and the Union Pacific Railroad, with 14,000 stockholders. The greatest of these, the Pennsylvania Railroad, has only half as many registered holders. In Canada the Grand Trunk Railway is said to have 40,000 shareholders.

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NEW GOODS AND SPECIALTIES.

AMERICAN ANTI-BENTWOOD CHURN.

The American Woodenware Mfg. Co., Toledo, Ohio, are the manufacturers of washing machines, churns, stable and derrick pails, plant tubs, and all kinds of tight cooperage. A specialty manufactured by them is their latest improved Anti-Bentwood churn, of which we give an illustration. It is constructed of first quality lumber, has patent adjustable hoops, three motion internal gears; the body is well constructed and sustained by steel rods, making it very strong

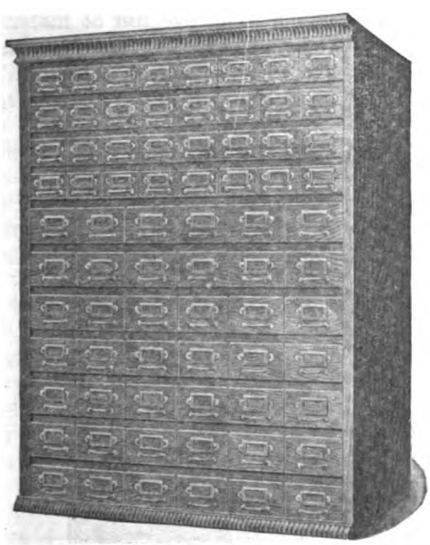


AMERICAN ANTI-BENTWOOD CHURN.

and substantial. Butter can be made from sweet milk by regulating the gear for the most rapid movement. For churning deep pan setting cream, the medium speed gear is used; for shallow pan setting, or heavy cream, the longest leverage on the large gear is called into play. This improved churn facilitates the butter being churned, washed, salted, worked and prepared for the table, in the churn. The company fully guarantee every churn.

HELLER'S DUST PROOF SCREW CASE.

We present below an illustration of the Heller's No. 1900 dust proof screw case, manufactured by W. C. Heller & Co., Montclair, N. J. It is one of the most practical cases ever offered to the trade for screws, taps, dies, machine screws,

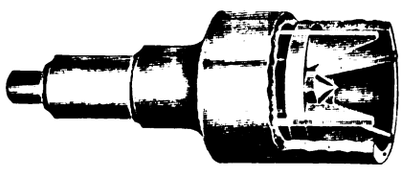


HELLER'S DUST PROOF SCREW CASE.

etc., etc. It contains 74 Heller's steel dust proof drawers, including a supply of divisions, so that the drawers can be divided into over 150 compartments holding from 3 to 5 gross of screws to a compartment. Each drawer is fitted with a bronze pull and card clip, and has a depression on side which is enameled, so the cost and selling price of contents can be written. The case has a steel back, keeping the contents in the same condition as if they were in their original packages. This case is so well made that it will last a life time, and takes but very small space. The size of the case is 26½ inches wide, 40 high, 11 deep and weighs 100 pounds. It is made with white wood or solid oak exposure, stained and varnished.

GOODELL MFG. CO.'S SPECIALTIES.

Goodell Manufacturing Company, Greenfield, Mass., are the manufacturers, among other specialties, of the Improved Bell Centering Punch, of which we give an illustration herewith. This tool is so constructed that it will quickly and accurately center both round and square stock. With only 4 bearings to touch the work and the guide following close to



GOODELL'S BELL CENTERING PUNCH.

the point of the punch, there is very much less liability of its being thrown out of the center by any unevenness of stock than with any punch put on the market. Size No. 1, centering up to 1 inch stock, is listed at $1. Size No. 2, centering up to 1½ inch stock, is listed at $1.50. This company also manufacture the Cutting-off Tool, of which we show an illustration. It is designed to cut quickly and smoothly any kind of round stock up to ½-inch. It is constructed with a

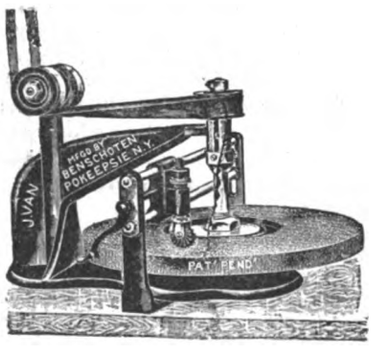


GOODELL'S CUTTING-OFF TOOL.

stop, enabling square and even lengths to be cut much more rapidly than by any other way. It is claimed to be invaluable in making dowels, pins, screws, etc. It may also be used with any lathe, cutting as it does, almost instantly by simply a light pressure of the handles. The cutter is circular, two inches in diameter, thus making six inches of cutting surface, and it is claimed that the low price at which it is marketed that no mechanic can afford to be without it, the list price being $2.

THE VAN BENSCHOTEN CLIPPER GRINDER.

The Patent Clipper and Surface Grinder, of which we present herewith an illustration, is a moderate priced tool placed upon the market by John Van Benschoten, 14-20 Catharine Street, Poughkeepsie, N. Y. It is constructed in



THE VAN BENSCHOTEN CLIPPER GRINDER.

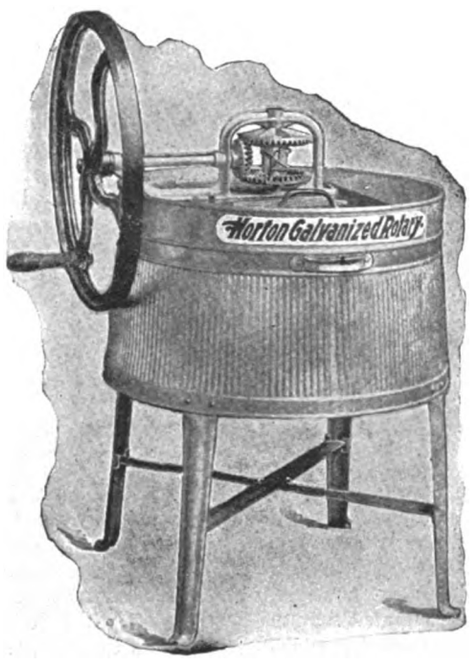
such a manner as to make its operation a simple one. A depression of 3-8 inch at a 4 inch circle in the center of the stone, allows a flat 5 inches outside grinding surface, on

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which clippers are held parallel, moving them laterally a trifle over the two edges while grinding, thus keeping the surface perfectly flat and true. A rigid and absolutely positive truing attachment permits of the stone being trued at will, removing all uneveness and glaze. It requires less than five minutes to grind a pair of clippers, the universal price of which is fifty cents. In sharpening, the clippers are supposed to touch on teeth and extreme back part which must set level when they will cut without any difficulty. Care should be taken to see that the emery wheel is kept absolutely true by means of emery dresser, as the slightest uneveness will prevent cutters from cutting. An emery wheel 14 inches in diameter, of special grade and construction, is furnished with each grinder and should be run at 1,400 revolutions. Pulley wheel on grinder is two inches in diameter for one inch belt. The wheel is intended to run from the point of the knives. This device can be used on any light surface, such as horse and barber clippers, meat choppers, sausage cutters, dies, plane irons, chisels, etc., etc.

HORTON GALVANIZED ROTARY WASHER NO. 9.

The Horton Mfg. Co., of Ft. Wayne, Ind., are introducing their new Galvanized Rotary Washer No. 9, illustrated herewith. This is made of black steel throughout and heavily galvanized after constructed. Its weight is considerably less than the wooden washer and the patented flywheel is so con-



THE HORTON GALVANIZED ROTARY WASHER NO. 9.

structed that it may be instantly removed when it is found necessary to move the machine about. This new Washer embodies all the virtues of any wooden washer and has the advantage of being much more durable and efficient. The manufacturers state that they have been working on it for more than a year, in building special machinery for its construction, and perfecting every detail before offering it to the trade. They make in addition to this Washer, a large line of Wooden Washers comprising all the best and most salable styles. They guarantee each machine to work properly and give satisfaction. They would be pleased to furnish catalogues and full information with prices, to interested dealers.

DOLPHIN MFG. CO.'S GAS HEATERS.

A. G. Kaufman of San Francisco, whose photograph is shown herewith, is the inventer of the "Yankee" and "Dolphin" Lightning Gas Heater, made by the Dolphin Mfg. Co. He is a graduate of Leland Stanford University, California, and of Frieburg University, Germany. For several years Mr. Kaufman was chief engineer of Siemens & Halske, Berlin. He is the inventor of the Siemens & Halske Street Car Tender, now exclusively used on the electric street cars by the German government. Mr. Kaufman is a



THE "YANKEE" HEATER.

recognized authority on the production of heat by gas. For his inventions in this line—soldering irons and Bunson burners of all kinds—the German government has given him



THE "DOLPHIN" HEATER.

medals of award at various expositions. Government shops of that country are making extensive use of his soldering irons and burners. They do away with forced draught and



A. G. KAUFMAN.

are, indeed, a revolution in gas burners. Preparations are under way for the manufacture of his various apparatus on a large scale.

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RECENT TRADE PUBLICATIONS.

THE HOPKINS & ALLEN ARMS CO., Norwich, Conn., have issued a very artistic 6 leaf folder, each leaf having on it a picture of a different gun and an illustration of the use for which that particular gun is adapted, as, for instance, their No. 2012 lever action gun which has a decarbonized steel barrel, modified choke, 30 inch, 12-gauge, weighs 5½ lbs., made in 16 and 20 gauge, is accompanied with a picture of a boy taking aim at a rabbit on the run. The other side of the folder, as it is opened out, presents six colored pictures on the same principle ilustrating their revolvers and rifles. One picture is of their automatic hammer revolvers, made in 32 and 38 calibre, nickel or blued, shows a burglar with his mask and dark lantern "caught in the act" and "held up."

THE ROME MFG. CO., Rome, N. Y., are placing in the hands of their patrons a new catalogue of their nickel plated copper ware, such as tea and range kettles, tea and coffee pots; copper, brass and tin specialties, wash boilers, etc., etc. It is a very neatly arranged catalogue of 55 pages, illustrated throughout with very fine half-tones taken from photographs of the original article, and very finely printed on excellent paper. Altogether the book has about it the stamp of "high grade." The company claim that the "Rome" is the only copper tea kettle made with spout seamed solid to body and having wired ends to prevent denting in transit or in use. The body of the copper tea kettle is made from one piece of metal, tinned inside. Spout seamed solid to body and end wired to prevent jamming (which device was patented on May 17th, 1898). Bail one piece solid steel rod running through the wood. Heavy ear with handle rest, which they claim is the strongest ear made. The knob is riveted; flat bottom and swaged bodies. In shipping, these are wrapped in tissue and manila paper. Packed each in pasteboard box. One half dozen of a size to a case, the weight of which is about 35 pounds. All of the goods made by the Rome Mfg. Company are equal in quality and workmanship to the goods described above.

THE JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have issued another of their very handsome booklets, the contents of which contain important information regarding their products. The graphite business now operated by the Dixon Company was established by Joseph Dixon, of Salem, Mass., in 1827. Beginning with the manufacture of stove polish, soon followed by the manufacture of plumbago crucibles, the business has come to include all those products in which graphite is an integral or component part. To-day the Joseph Dixon Crucible Company is the exponent of graphite knowledge and experience. They claim to be the only concern in the world which supplies graphite for every purpose for which it is used, and who handle graphite in every form in which it naturally occurs, and it handles far more graphite than any other house in the world, which consequently makes recommendations from them as to graphite and its various uses to be absolutely relied upon. The practical uses of graphite are probably as varied as any substance employed in the arts, and none of these uses is increasing more rapidly than that as a lubricating material. The purpose of the little booklet referred to above is to place in the hands of their customers a complete description of the various lubricants manufactured by them. The company state that it is their endeavor to truthfully describe these products so that the prospective buyer shall find no difficulty in making a selection to suit his particular needs.

THE ONE MINUTE CHURN CO., No. 9 Old Slip, New York, in their new catalogue, describe their One Minute Churn, which they designate "The Marvel of the Age," and claim is the only perfect milk and cream aerator in the world. It is an invention for churning butter in one minute, reducing labor, time and trouble to a minimum; producing the best grade and finest quality of butter. The construction of the churn is perfect in every detail. It is light, durable and simple to handle. All parts are carried in stock by the company and can be readily replaced. No oil or grease is necessary to lubricate the machine, thereby avoiding black streaks so common in butter manufactured by other patent churns. It is suitable for restaurants, hotels and clubs for churning sour milk and cream. The 1 gallon churn is recommended for small families, the 3 and 5 gallon churns for use on small farms. Each churn will churn about one-half of the quantity stated, the remaining space is occupied by the dasher.

SARGENT & CO., New Haven, Conn., and 149-153 Leonard Street, New York, have recently issued a large, attractive folder exploiting their food choppers, which is intended for those up-to-date dealers who handle the Gem. In connection with the above folder, an instruction booklet is sent out, giving many suggestions regarding window displays made with the Gem. Sargent & Co. are advertising the Gem extensively and creating a heavy demand for it. The pages of the booklet also contain many valuable suggestions for dealers who sell the Gem which will be to their advantage to read, as they will find in them many points they would wish to know. A point in favor of Sargent's Gem food chopper is the fact that the cutters are made of steel and cannot break. There are four cutters with each machine; for coarse, medium and fine chopping and for pulverizing. They chop in pieces of uniform size—do not mash, tear, squeeze or grind the various substances. They are made in three sizes, viz: No. 20, or small size, will chop 2 lbs. per minute; No. 22, or medium, will chop 2½ lbs. per minute, and No. 24, or large, will chop 3 lbs. per minute. A special nut butter cutter is also furnished with each Gem. Nos. 20 and 22. All of the Nos. 22 and 24 are made so that the sausage stuffer attachment can be screwed on and the Gem used for making sausages. Sargent & Co. furnish dealers who sell the Gem with advertising helps, cook books, envelope slips, show cards and electrotyped ads, all of which are described in the above-mentioned booklet, and will be found valuable mediums through which the Gem finds ready sale.

THE REED MANUFACTURING CO., Newark, N. Y., in July last issued their thirteenth annual illustrated catalogue, which has a very handsome cover heavily embossed in gold. The catalogue is devoted to Reed's patent anti-rust tinware. The company solicit inquiries and orders for each and every item contained in this catalogue on the following grounds, viz: "All the goods are absolutely as represented and up to the highest standard in every respect. The prices are and always will be as low as possible, consistent with the quality of the goods offered. Where tender are made of equal qualities for less money, you can rest assured that there is no equality." The size of their business in all its departments enables them to carry heavy stocks and to make prompt deliveries for all goods ordered. Every article of their anti-rusting tinware is guaranteed absolutely rust-proof, and in addition to this liberal warrantee protecting their customers in the handling of their line, customers have their assurance that in high-grade materials used, in skilled workmanship employed, in rigid inspection of all goods shipped, and in every particular possible, they propose to adhere strictly to their established policy that "The best is always the cheapest." The company give on the first page of their catalogue a fac-simile of their guarantee to merchants handling their anti-rust tinware. They desire to impress upon each dealer's mind the fact that they have ample capital to make this guarantee good in every instance, and replace free of cost, with new goods, such of their anti-rust ware as may be returned to the dealer rusted, which are to be retained by him for the inspection of the Reed Mfg. Co.'s representative. The catalogue is one that would be a valuable addition to the collection of any dealer, printed as it is on heavy coated paper and profusely illustrated throughout with very fine half-tones.

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NEW U. M. C. PRODUCTS.



The 32 Automatic Colt Pistol is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the automatic Colt pistol (pocket model). Those with the soft point bullets will be found desirable for sporting purposes.



These cartridges are also made with metal cased bullets and are accurate for target purposes at ranges suitable to pocket pistols.



The 22 automatic rifle cartridge for the Winchester rifle (model 1903) is an inexpensive rim fire cartridge loaded with the best grade of smokeless powder. Especially adapted for small game and target practice.

U. M. C. ammunition shoots well in any make gun.

The Union Metallic Cartridge Co.,

BRIDGEPORT CONN.

Agency.
313-15 Broadway,
New York City.

Depot.
86-88 First St.,
San Francisco, Cal.

TRIBUTE TO SKILL OF OUR TOOLMAKERS.

W. H. Wakeman, in an interesting article on "Mechanics and Engineering," has this to say about the American toolmaker, whom he describes as the most skilled mechanic in the world: "When all the skill, capacity and brains utilized in the accomplishment of the mechanical results are considered, is it irrelevant to make the assertion that the genius and intelligence utilized in the inventing, developing, perfecting and manufacturing of machinery are second to none, and above most? We think not; and if any one who doubts the truth of it will stroll through a modern machine shop of the kind necessary to the production of intricate labor-saving machinery and notice the various operations which the parts used in the construction of such machinery go through, and the special tools, fixtures, appliances, arrangements, devices and machinery used for their production, we think he will change his mind and be grateful that America and Americans can boast of men who are capable of such things, for it is to such as they more than all others that we owe our commercial and industrial supremacy of to-day. The great changes in the last century which have contributed to the uplifting and betterment of the human race are marked by the achievements of men whose whole lives and energies have been devoted to the perfection and production of things mechanical. This genius of invention which has conceived, developed and made possible the manufacture of labor-saving machinery has multiplied and improved the necessaries as well as the luxuries of life.

"We are known and acknowledged to-day as the greatest world power," says Mr. Wakeman. "What has made us so? It is to those who have developed and perfected our modern manufacturing industries that we owe the most. It is because we can view with equanimity the striving of other nations to outdo us; because we can go out into the markets of the world and meet and overcome their competition, that we are what we are. And how has this come about? Simply through the great inventive ability and ingenuity of American engineers and mechanics. Thus has the production of all articles and necessaries of commerce been cheapened and multiplied. Go into the drawing, construction or tool department of any of the large machine establishments and note the men employed therein. They will be found to bear favorable comparison with those engaged in any of the other arts or professions. What is more, these men do not stand still, but keep increasing their knowledge, and thus step higher and higher to positions to which their ambition and capacities entitle them. From the ranks of such men come the best of our inventors of machinery, our superintendents and managers."

MILLIONS IN ILLEGAL ADVERTISING.

The disclosure was made in the recent annual statement by the Metropolitan Traction Company, of New York City, that the privilege of advertising in its cars yields it the enormous annual revenue of nearly a quarter of a million dollars. Every dollar of this advertising is diverted from legitimate publications such as the daily papers, the magazines, and weekly journals, and every dollar of it is illegal advertising, because the charter of the Metropolitan Traction Company does not give it the privilege to sell merchandise, advertising, or anything else on its cars. It only confers the privilege of conveying passengers and freight. If the publishers would take up this matter, as they should, with the proper authorities, they could compel the local traction companies of New York City to remove their advertising signs, and the same compulsion could be applied, we believe, in every other city in the country. The use of the space in street cars for advertising purposes is not only illegal, but it is also, in many instances, a nuisance. The space might much better be devoted to posters giving information regarding fares, routes, and so forth—information to which the passengers are justly entitled, and which they frequently find it difficult to obtain.—*Leslie's Weekly.*

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REVIEW OF THE MARKETS.

WIRE NAILS. A steady trade is being continued but not large in volume as it is confined to filling in deficiencies in stock. The market is held at quotations ruling for some time, as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$2.00
Retailers, carload lots	2.05
Retailers, less than carload lots	2.15

New York. There is still a fair movement in the local market and immediate vicinity. Quotations as follows:

Single carloads	$2.20
Small lots from store	$2.25 to $2.30

CUT NAILS. Since the reduction in price the market for Cut Nails has been firmly held at quotations agreed upon, not many large orders being in evidence. Quotations are as follows:

In carload lots	$1.90 base
Less than carload lots	$1.95

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. By the recent reduction in prices, quotations in the local market have been changed as follows:

New York. The local market is without any special feature, demand for small lots being steady. Quotations are as follows:

Carloads on dock	$2.04½
Less than carloads on dock	2.12½
Small lots from store	2.20

BARB WIRE. No very heavy orders are noted, the demand being mostly for limited quantities. The regular quotations remain as previously given, as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.30	$2.60
Retailers, carload lots	2.35	2.65
Retailers, less than carload lots	2.45	2.75

SMOOTH FENCE WIRE. The mills report a satisfactory business being done in this line, with the prospect of a continuance. Quotations remain as follows: f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95
Less than carloads	2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances, as follows:

	Plain.	Galv.
6 to 9	Base.	$0.30
10	Advance over base	$0.10 .30
11	" " "	.10 .30
12 and 12½	" " "	.15 .30
13	" " "	.25 .30
14	" " "	.35 .30
15	" " "	.45 .60
16	" " "	.55 .60
17	" " "	.70 1.00

SHEET ZINC. Under date of November 9 Matthiessen & Hegeler Zinc Company, La Salle, Ill., issue a circular announcing $6.50 as the price of Sheet Zinc in 600-pound casks, subject to the usual discounts in quantities.

BLACKSMITHS' VISES. The understanding which for some time has existed among the manufacturers of Blacksmiths' Vises has recently terminated, and the market on this line of goods is now an open one. As a result of this, and of the reduced cost of the raw materials lower quotations are being given.

SEAMLESS BRASS TUBES. Under date, November, 2 a reduction in the price of Seamless Brass Tubes was made by the manufacturers, the base price being put at 18 cents per pound.

CORDAGE. The demand for rope is slackening up as usual for the season. The following prices represent the market:

Pure Manila, 7-16 inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
Pure Sisal, 7-16 inch and larger	9½
No. 2 Sisal, 7-16 inch and larger	8½
⅜ inch	9
¼ inch and 5-16 inch	9½
Lath Yarn, Medium and Coarse	8½
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. Under date of October 30th the following quotations on "City" Raw Oil are those announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...38 cents per gallon.
In lots of 5 barrels or more....37 cents per gallon.

The "American" brand for respective quantites, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

Business continues in very fair volume and is very closely up to last year's record, which is all the more surprising as the last two months of 1902 showed a most exceptional volume of business. So far the declines in price have been mostly on paper, and the average trade report has pictured the market as much worse than it really is, for while it is true that some goods close to the raw material show a tendency towards weakness, still on the other hand we hear of occasional advances and manufacturers are still complaining that the reductions have so far benefited them but little. Cut Nails have been marked down somewhat, but Wire Nails show very little variation, and with the exception of Bolts and Heavy Hammers prices show a small degree of change. The general condition of the country continues good, and the shrinkage is so far effecting the well-to-do, while the general conditions of the country have been untouched. The production of iron and steel is being largely curtailed, and this is, of course, apt to have a beneficial effect upon the market. There is some dragging in collections which perhaps are not so good as they should be at this time of the year. With money coming in from crops and the sale of holiday goods there should be a larger volume of ready money, and the sharp change in the weather will probably do much to improve the situation. BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

As education culture and civilization advances, the tendency towards extremes is lessened. The process is slow as race education on all lines is, but it has made some progress in the last decade. Competition became so piratical by some of the leading manufacturers that co-operation was impossible and combination seemed the only relief. Over-capitalization of constituent companies seemed essential to its accomplishment. We are now realizing the evils of this and charging it to combinations. That combinations on a fair basis at conservative values and managed by upright men would be a public benefit has been demonstrated. One of the most disastrous booms with its natural results has been avoided by the Steel Trust, and we have been saved from an old-time panic with the added impetus of the over-capitalization. The success of the steel trust induced the attempt to organize many others, and over-capitalization, rather than benefit of combination, came to be the purpose, so that an incident in promoting is causing condemnation of combina-

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tions. To destroy combinations by legislation would be asking to burning a house to get rid of cockroaches, and the public good will be subserved and business ethics promoted by combinations is already made apparent. The next ten years will increase the evidence of this.

The serious mistake of over-capitalization will not be repeated, but combinations will continue to be made, as notwithstanding its incident evils, its benefits will remain when these are forgotten. It would be difficult to estimate the benefit of preventing panics, or of modifying their effect to prevent disaster. Large, strong manufacturing firms are more essential for this than large banks or trust companies. If the steel company had been organized on a conservative basis, it would have been an unquestioned benefit, and this would have saved us from the disastrous organizations that followed. This suggests a simple remedy by making it a crime to willfully deceive the public for personal benefit.

The Lockwood-Taylor Hardware Co.

THE PITTSBURGH TRADE.

In Hardware jobbing circles, the event of this week, Nov. 16-21, is the convention at Atlantic City. The attendance is large and there is much of interest to discuss. The manufacturers' convention at the same time is of advantage to both manufacturer and jobber, as it gives opportunity for a free interchange of ideas regarding the marketing of products to the best advantage of all concerned. The weather has been remarkably fine up to this writing, and while it has been good for corn and cotton, has retarded the demand for rough and cold weather goods. There is a very fine trade moving, however, and while the latter months of 1903 may show some falling off in amount of business, the year will close about equal to 1902.

Logan-Gregg Hardware Co.

THE SAGINAW TRADE.

The past three weeks we have been favored with very seasonable weather which has had a very good effect on Fall trade. Sugar beets have been harvested and the crop is better than was expected. The farmers are beginning to receive their payments, which in the aggregate amount to several million dollars each Fall; this always has a good effect on local business. The volume of business compared with last year seems to be holding up wonderfully well. The unsettled condition of the market on staples appears to be felt very little in other lines and does not effect the buying public to any noticeable extent. It is our opinion that stocks are very light through this section of the country and, with anything like a normal Spring business, there is apt to be considerable trouble on account of delayed shipments and scarcity of goods.

Morley Brothers.

THE CHICAGO TRADE.

Notwithstanding the drop in prices of steel billets, steel sheets, etc., customers seem to be taking about the usual quantity of goods for this season of the year; even in a staple article like wire nails, the demand is excellent so that it has been necessary occasionally to back order a size. On barb and plain wire trade is a little less brisk. On scoops, shovels, stove boards, coal hods, husking gloves, stove pipe, and other Fall and Winter goods business is first class, prices fairly well maintained; and on cutlery our salsemen are having a good trade. Collections are good, with fewer failures than a year ago. We look for a good season in Winter goods, especially so in skates, as our stock is already practically sold except some of the cheaper grades.

Wells & Nellegar Co.

THE DAVENPORT TRADE.

This week the wholesale Hardware dealers are divided into two classes, those who go to Atlantic City and those who stay at home. Those who go will have the most fun, but they will also have to bear greater responsibilities. Those who remain will toil in the old treadmill of routine work that has been mapped out for them for years, working hard to sell goods at two and a half to ten per cent. profit, knowing full well that their expenses for making these sales are far in excess of the profits they obtain.

The Hopkins & Allen Arms Co.

Norwich, Conn., U. S. A.

The most complete line of American Made Fire Arms, including

Shot Guns
Rifles
and
Revolvers



GUN 212

Double barrelled Hammerless Gun, Damascus barrels, 12 and 16 gauge..... $30 00
Same with Stubbs twist barrels, 12 and 16 gauge, 25 00



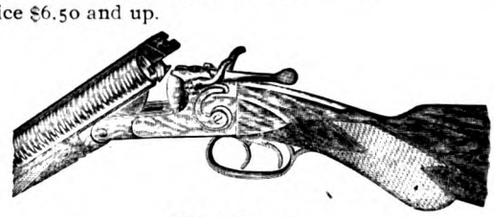
GUN 712½

Hopkins & Allen New Model Top Snap, three piece gun, made in 12, 16 and 20 gauge. Price $9.00



Hammerless Revolver

Made in 32 and 38 calibre. Nickle plated or blued finish, length of barrels 3 and 3¼, 4 and 5 inches.
Price $6.50 and up.



GUN 312

Doll's Head Extension Rib. **Can't shoot loose.** 12 and 16 gauge, 3 grades

Blued Steel Barrels, price..... $18 00
Twist Steel Barrels, price..... 19 50
Damascus Steel Barrels, price..... 22 50

Send for Catalogue of the most complete line of American made firearms.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

In Atlantic City they will endeavor to formulate some plan of leaving the paths their fathers trod and find some way to sell each article for a little more than cost, including the expense of selling same. Will they succeed? We hope they may. The solution of this problem has been studied for "Lo! these many years," the representatives attending local, State and National Hardware conventions have worked hard to this end, in and out of season, worked persistently, vigorously, enthusiastically and unselfishly for the common good of the members of these fraternal organizations. They have accomplished much in the way of better acquaintace, one with the other, and consequently have brought about a more friendly feeling. Through the means afforded by these conventions, they have been brought into personal contact with the manufacturers, from whom they buy and have met in conventions assembled the retail dealers, to whom they sell. So far, and in this way, much has been accomplished.

If the foregoing conclusions are correct, are not conditions ripe, now, for one more step forward and in some way to adopt some methods of making a little money? As making money is, after all, what Hardware jobbers, as well as other mortals are working for. The present profits in jobbing Hardware are too small. Now, Mr. Hardware Jobber, large or small, may we ask you if this is not true? You have made money. How have you made it? Simply by speculation. The great bulk of your fortunes have been made in a few, very few, indeed, isolated years, of the many that you have been in business; those years were when the markets advanced suddenly and you reaped the benefit of these advances. Well, admitting all this, what can be done about it? The delegates in Atlantic City this week will possibly answer. We can not. In reading a book of travel to-day, we found the following from Constantinople, which impressed us as an object lesson. It reads: "The dogs of Stamboul! They are here in force. They have their mission and seem to know it. They are not so poor and rough of coat as writers sometimes tell, but are rather jolly, knowing whelps, that have an eye for *business*. They have their own ranches to themselves. A half a dozen curs or so own so much of a street—forty rods, perhaps—and woe to any trespasser that dares to hunt a crumb on their preserves. If a stranger dog appears at either end, the alarm is sounded straight. Every sleeper jumps up with a *business* snap and in a bunch they make a dash upon the intruder. If he retreats, all right. If he lingers too long, it will take him some time to count the holes in his skin." Now it strikes us that this is a "dog-gone" good idea for our delegates at Atlantic City to consider. Could we not secure more crumbs in our own legitimate territory and let the other fellow do likewise?

SICKELS, PRESTON & NUTTING CO.

THE CINCINNATI TRADE.

Under existing conditions trade is surprisingly healthy, sales keeping up beyond the average. The goods, however, ordinarily selling at this time of the year for Spring consumption are not being sought in desirable quantities. The action of the Steel Trust is accountable for this backward tendency. Even though prices are guaranteed, dealers seem afraid to buy. Wire cloth is about the only thing that is meeting with any very great demand. The jobbers all report that it will be difficult at this time to make any positive statement as to how the market will be next month, but it cannot be said to be encouraging. The unsettled condition of labor in Chicago has caused a number of manufacturers to enter into negotiations for the locating of their plants in the suburbs of Cincinnati, claiming this city to be freer from strike disturbances. The Pike Mfg. Co., of Pike, N. H., was represented here by their regular traveling salesman as well as by a member of the firm, Mr. E. Bertram Pike. The jobbing trade contributed a bunch of good orders for next year. Pickering's weekly specialty sales seem to be producing results they anticipated. They draw people who would not go to the store for articles which could be obtained nearer to their own homes, but which they buy when attracted by these special articles offered.

The Newport Rolling Mill asked consent of the Amalgamated Iron, Tin and Steel Workers to reduce wages twenty-five per cent. in the scale of wages as now paid, and to permit open tonnage. Col. J. A. Andrews, president of the company, stated that unless the reduction is consented to, the mill will be obliged to shut down from Dec. 15th indefinitely owing to the demoralized condition of the iron and steel market. It is impossible, Col. Andrews says, to compete longer with the mills controlled by the Steel Trust.

CINCINNATI TRADE ASSOCIATION.

THE COLUMBUS TRADE.

There is no dropping off in trade so far, but the weather has not been right for retailers to dispose of Fall goods such as horse blankets, robes, stoves, etc. We think reorders on such goods will be light on account of the pleasant weather. We have found that when dealers have stock enough to carry them well along in the season, they will often lose sales rather than buy more, while if the season is favorable and their stock becomes broken early, they will reorder liberally. We have been favored with light rains during the past week which is going to help in many ways. It has been so dry, farmers could not husk corn with any satisfaction. Wheat and pastures were suffering. From personal observation during the past week while hunting Bob Whites, I found the corn crop to be an average crop in quantity and much better quality than last year. The hay crop was excellent both in quality and tonnage. Taking all in all, the farmer has had a good year and is getting good prices, corn bringing 50 cents a bushel delivered direct from the field. Corn is vastly more plentiful than Bob Whites. The rabbit crop is good, but they seem to have caught the two minute trotting fever and go at a record breaking speed; but they are poor, dry meat anyway. Orders for Spring goods are being placed with some conservatism as many dealers think there is more chance of declines than advances. However, there is no reason for not placing orders for their legitimate wants as it is one sided anyway, as prices must be guaranteed up to date of shipment and they are more likely to have the goods in time for early trade. There is no denying the fact that the dealer who has his goods on hand when the first demand is

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

made, gets the cream of the business. If a customer knows he will need some article and happens to see it he is liable to buy, even if it should be a month before he can use it. Prices on some goods that have been too high are settling down to where they belong, while articles that have been low have advanced. We think prices will average up about where they were last invoice, and we see no reason for demoralization of prices for next year. The business of the country is in a healthy condition and there will no doubt be a good demand for goods. The Smith Bros. Hardware Co.

J. H. Smith.

THE MINNEAPOLIS TRADE.

With us business is continuing fairly good. On the whole a little ahead of last year, although we appreciate the fact that dealers in nearly all lines are complaining. There seems to be a little let down in the price of some lines, but prices here on the whole are being fairly well maintained. Collections are a little slow. W. K. Morison & Co.

CARBONS AND HYDROCARBONS.

Natural gas and oil are hydrocarbons which are supposed to have resulted from the decomposition of coal beds in the earth. All hydrocarbons ignite comparatively readily, but fixed carbons exist sometimes in forms which burn only at comparatively high temperatures. The diamond is a form of pure carbon which requires a very high temperature for its ignition. Graphite is another carbon which is so difficult to consume that crucibles are made of it. Retort carbon obtained in the process of making illuminating gas is used for making carbons for arc lamps, where it is slowly consumed at the high temperature of the electric arc, but the fireman who tries to burn a few of these carbons in his furnace will find the sticks of carbon among the ash practically unchanged, the temperature of the furnace having been entirely insufficient to dispose of them.—*The National Engineer.*

♣

New Arrival—And are there worse tortures yet?

Satan—Are there? Why, over there in that side room I have a bunch of society folks playing an endless game of progressive euchre.—*Baltimore World.*

TO SUPERSEDE EMERY

Craig Mine Crystal Corundum



CRAIG MINE CRYSTAL CORUNDUM is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

WRITE FOR BOOKLET

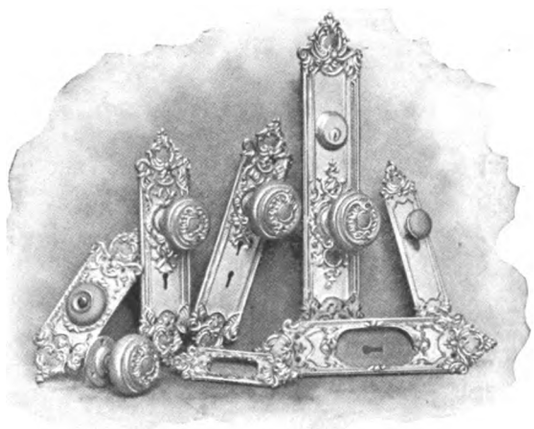
Canada Corundum Co., Limited, Toronto, Canada

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Notice on the following pages a few groups of Hardware showing some of the Artistic Designs manufactured at our New Haven works.

Hardware Dealers

should be especially interested in these fine goods because they afford a profit to the dealer, satisfy the user, and they are not extravagant in price.



Y—YGRANDE DESIGN (LOUIS XIV). SARGENT'S ARTISTIC HARDWARE.

Sell profitable goods.

Steer your customers away from the cheap competitive goods which have to be sold at competitive prices—you can do it—and call their attention to Sargent's Artistic Hardware, which can be sold at prices allowing a good profit for your trouble, and which will also prove satisfactory to your customers and be economical as well. In "Our Little Red Book," which circulates largely among those who intend to build, we say: "The Hardware is but a very small item in the whole cost of a building, even if the very best is used; the difference in cost between good locks and poor locks is so little that an owner would not consider it a saving to use poor locks if the matter was brought to his attention." This matter should be brought to the attention of builders by the Hardwareman. It is important to the builder, and after the Hardware is on the building, if it is the satisfaction-giving kind, the dealer will be thanked for his advice. Some dealers attempt to substitute other makes for Sargent's, claiming that they are "just as good." That is poor business; the customer may buy the substitute goods, but there remains with him the feeling that advantage has been taken of him, and he always has an idea that the goods he purchased are not giving the same satisfaction as Sargent's.

Your advice will be appreciated

Our Easy Spring Locks and Artistic Hardware have been advertised very extensively during recent years, and as a result builders have a more general knowledge of what is good in Hardware. Sargent's Hardware is favorably known; it gives satisfaction wherever used, and such satisfaction extends its popularity—a pleased customer is the best kind of an advertisement, and our advertising helps our customers as well as ourselves.

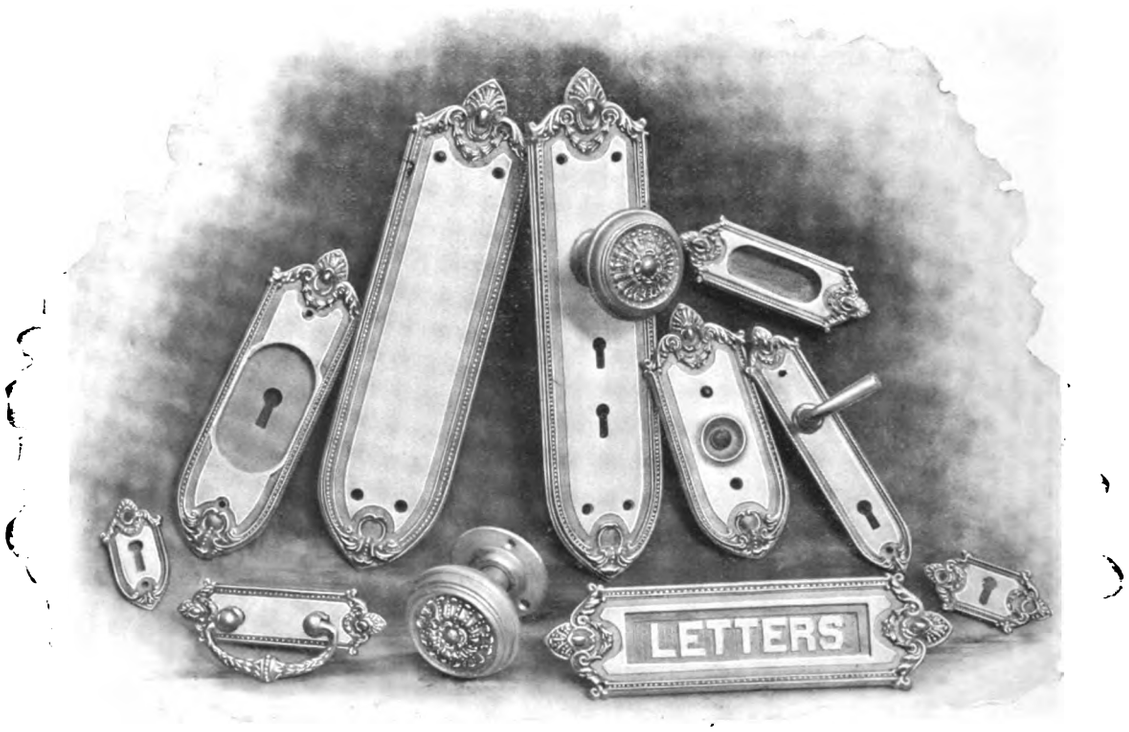
Favorably known. Gives satisfaction.

SARGENT & COMPANY, Manufacturers,

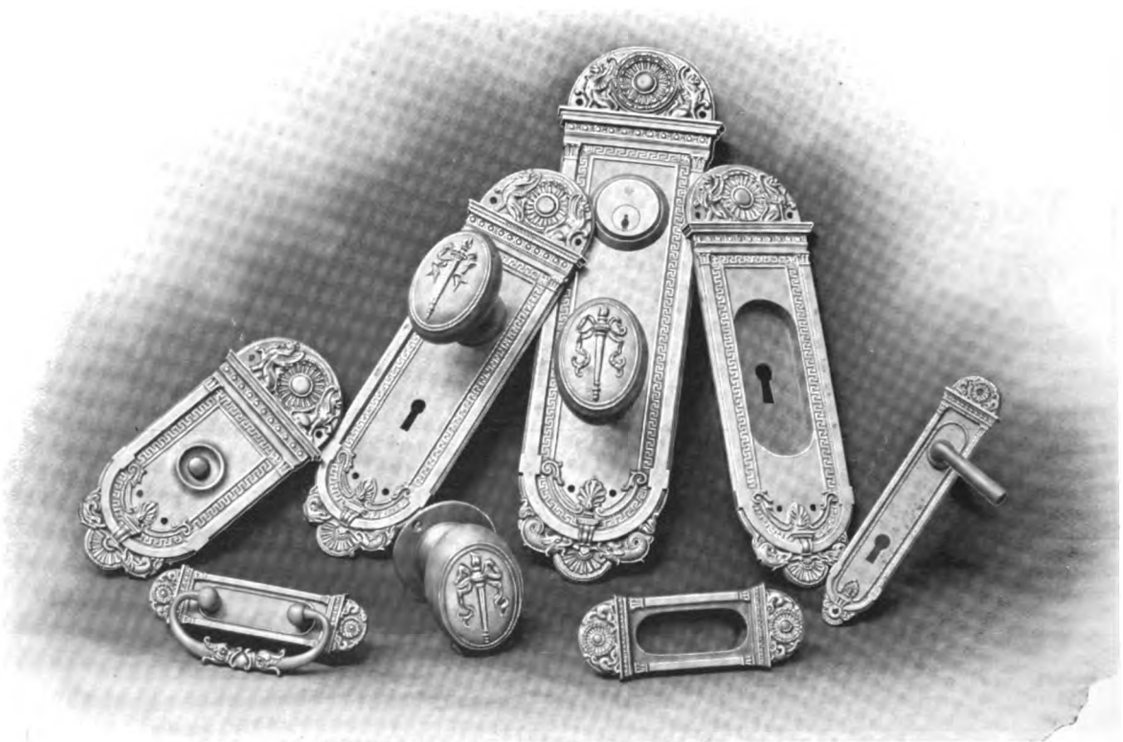
New Haven, Conn. New York. Philadelphia. Boston. Chicago.

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SARGENT'S Artistic Hardw



R F—Royan Design (Louis XIV). Sargent's Artistic Hardware.

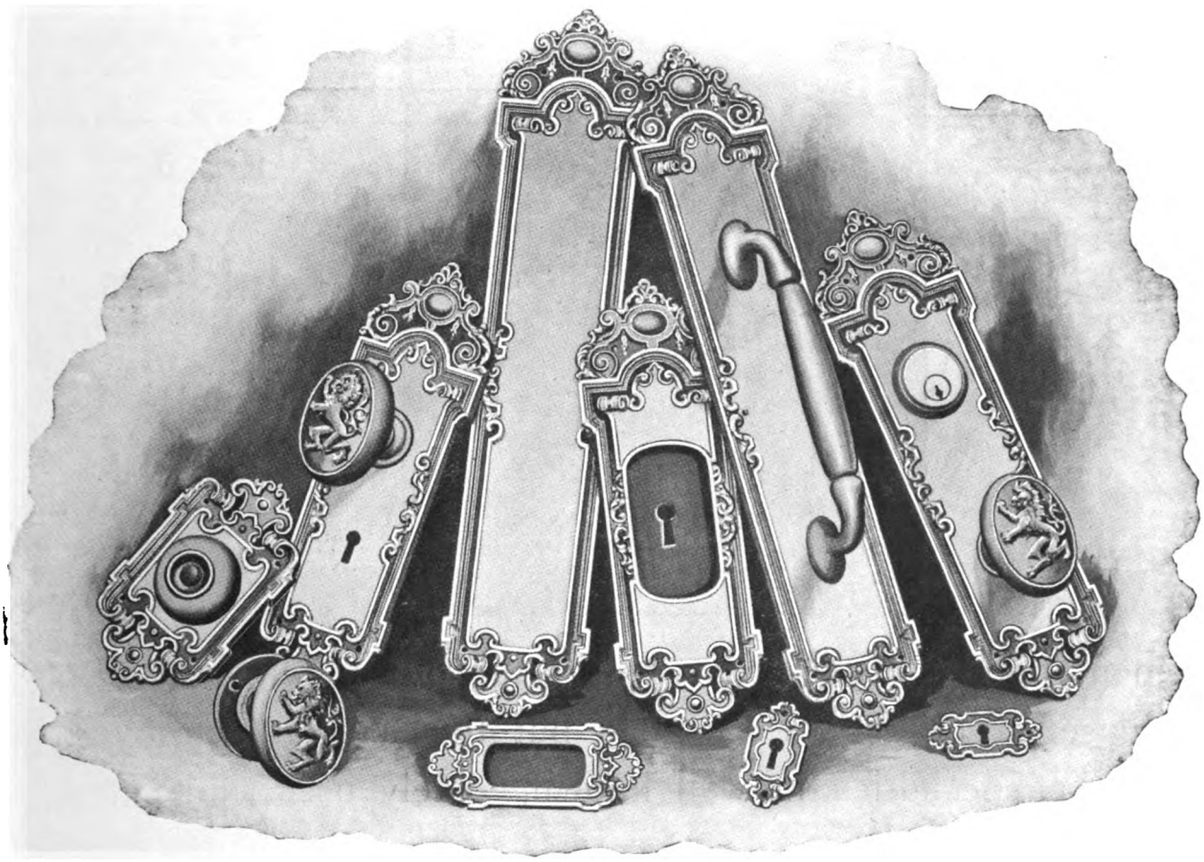


C E—Clermont Design (Empire). Sargent's Artistic Hardware

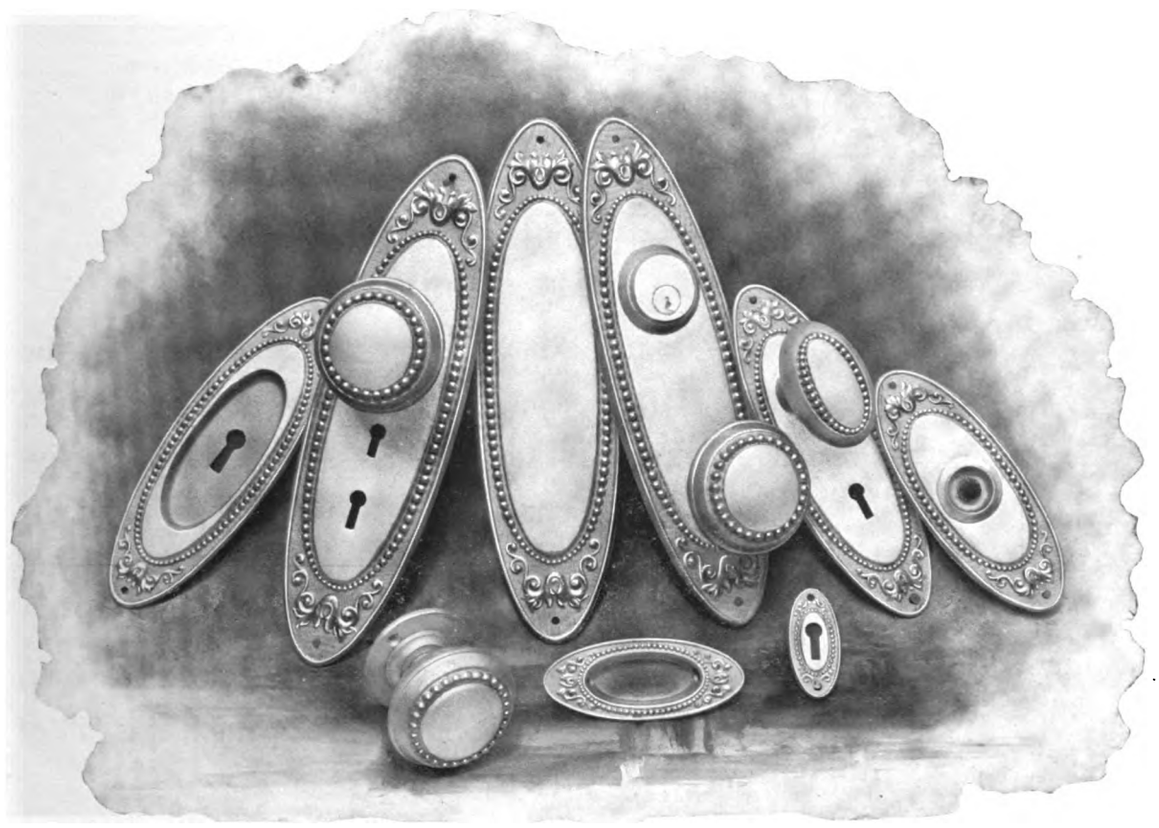
are Standard Goods whic

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ıre and Easy Spring Locks



A D—Antwerp Design (Flemish). Sargent's Artistic Hardware.



P F—Piedmont Design Sargent's Artistic Hardware.

Every Dealer Should Sell

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Just the thing



for a Christmas gift.

Women appreciate a gift that is so useful and for which there is so much use. You should therefore put to the front with your other holiday specialties the well known, widely used and extensively advertised

Sargent's Gem Food Chopper



Already it is in use in leading Cooking Schools, in the Department of Domestic Science in our Colleges and in thousands of homes in all parts of the world, everywhere giving general satisfaction. But there are other women---housekeepers---who need the Gem in their kitchens, and you should sell them.

We will furnish printed matter and electrotyped ads to help you. Our new "Descriptive-Suggestive" pamphlet is full of valuable pointers. Write for a copy.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York. Philadelphia. Boston. Chicago.

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THE NATIONAL HARDWARE ASSOCIATION.

NINTH ANNUAL CONVENTION

LIST OF OFFICERS AND COMMITTEES.

Following are the officers and members of committees of the National Hardware Association:

PRESIDENT.

R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul.

FIRST VICE-PRESIDENT.

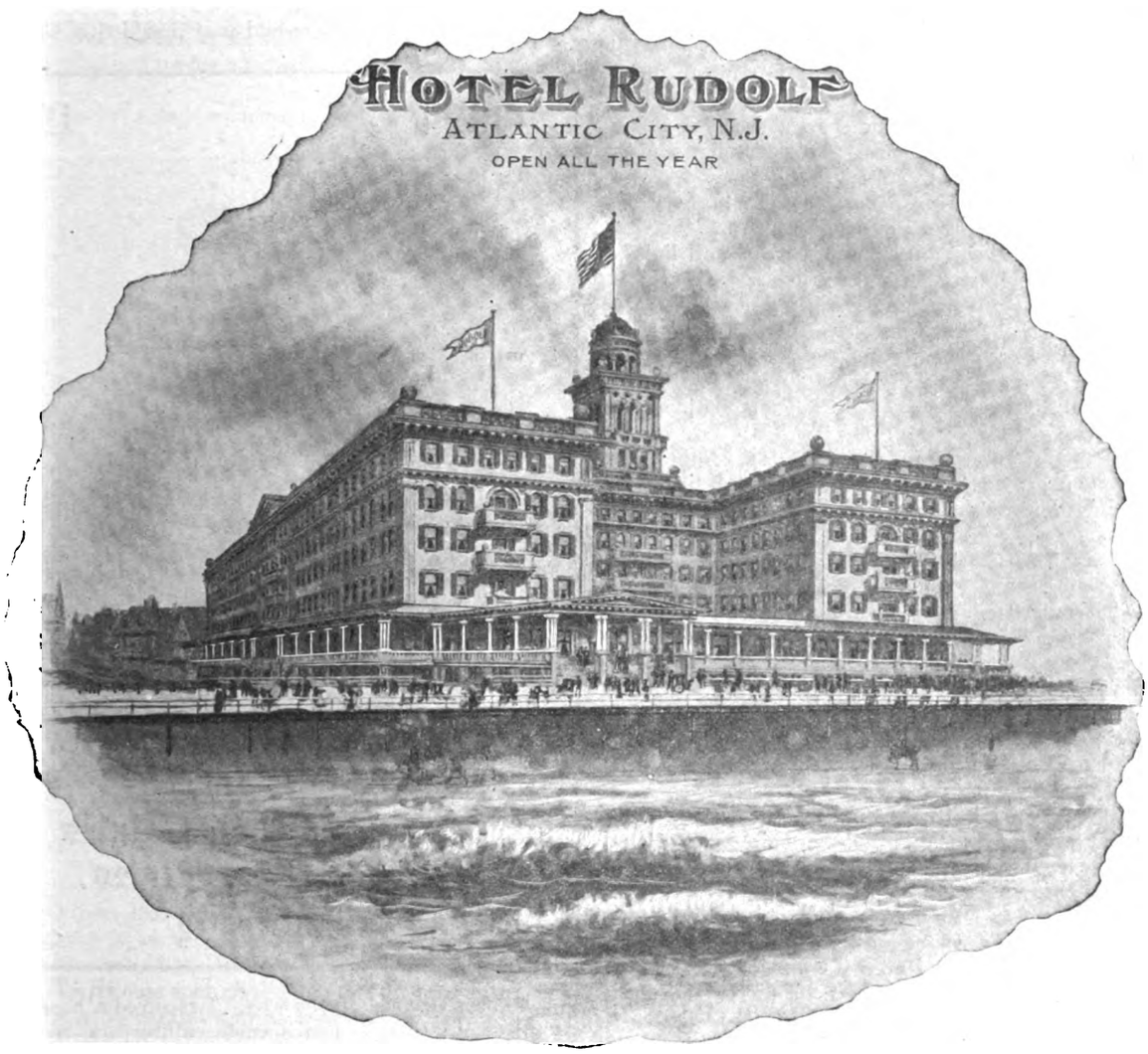
John C. Koch, John Pritzlaff Hardware Company, Milwaukee.

SECOND VICE-PRESIDENT.

Brace Hayden, Dunham, Carrigan & Hayden Company, San Francisco.

SECRETARY-TREASURER.

T. James Fernley, Philadelphia.



EXECUTIVE COMMITTEE.

Samuel A. Bigelow, Bigelow & Dowse Company, Boston.
P. E. Strauss, Fitz, Dana & Co., Boston.
J. D. Moore, Moore & Handley Hardware Company, Birmingham, Ala.
R. M. Dudley, Gray-Dudley Hardware Company, Nashville.
W. S. Wright, Wright & Wilhelmy Company, Omaha.
John Freeman, Freeman Delamater & Co., Detroit.

ADVISORY BOARD (Composed of former presidents).

William W. Supplee, Supplee Hardware Company, Philadelphia.
H. H. Bishop, McIntosh Hardware Corporation, Cleveland.
John Bindley, Bindley Hardware Company, Pittsburgh.

MEMBERSHIP COMMITTEE.

A. D. Clinch, chairman, Underhill, Clinch & Co., New York.
A. C. Rulofson, Baker & Hamilton, San Francisco.
Col. John Conover, Richards & Conover Hardware Company, Kansas City, Mo.
George E. King, King Hardware Company, Atlanta, Ga.
William Chamberlain, Emery-Waterhouse Company, Portland, Maine.
F. A. Heitmann, J. W. Heitmann Company, Houston, Texas.
A. J. Bihler, Jas. C. Lindsay Hardware Company, Pittsburgh.

TRANSPORTATION COMMITTEE.

George B. Logan, chairman, Logan-Gregg Hardware Company, Pittsburgh.
Cortland Van Camp, Van Camp Hardware & Iron Company, Indianapolis.
George Tritch, Jr., George Tritch Hardware Company, Denver.
W. R. Wheeler, Holbrook, Merrill & Stetson, San Francisco.
H. L. Doten, Austin & Doten, Boston.
J. A. Warner, Wyeth Hardware & Mfg. Company, St. Joseph, Mo.
F. W. Hurty, Farwell, Ozmun, Kirk & Co., St. Paul.

ENTERTAINMENT COMMITTEE.

T. James Fernley, chairman, *exofficio*, Philadelphia.
Col. B. F. Eshelman, Stauffer, Eshelman & Co., New Orleans.
Edmund W. Wunder, James M. Vance & Co., Philadelphia.
Hobart Weed, Weed & Co., Buffalo.
James S. Bonbright, Supplee Hardware Company, Philadelphia.
James H. Ritter, Biddle Hardware Co., Philadelphia.
John R. Griffith, Shields & Brother, Philadelphia.

GRIEVANCE COMMITTEE.

Wm. M. Glass, chairman, Lee-Glass-Andreesen Hardware Company, Omaha.
G. R. Vaughan, Barney-Cavanaugh Hardware Company, Mobile, Ala.
James R. Fones, Fones Bros. Hardware Company, Little Rock, Ark.
A. H. Decatur, Baldwin, Robbins & Co., Boston.
W. H. Robertson, Corbett, Failing & Robertson, Portland, Ore.
Felix Bahlmann, Kruse & Bahlmann Hardware Company, Cincinnati.
W. S. Donnan, W. S. Donnan Hardware Company, Richmond, Va.

PRESS COMMITTEE.

Geo. Braun, chairman, Bostwick, Braun & Co., Toledo, Ohio.
Capt. F. Barker, Barker Rose & Clinton Company, Elmira, N. Y.
E. W. Morley, Morley Brothers, Saginaw, Mich.
George W. Herrick, Holder & Herrick, Boston, Mass.
A. B. Palmer, Palmer Hardware Company, Savannah, Ga.,
W. H. Harwi, A. J. Harwi Hardware Company, Atchison, Kan.
O. L. Davis, Smith Brothers Hardware Company, Columbus, Ohio.

FRATERNAL RELATIONS COMMITTEE.

A. L. Scott, chairman, Pacific Hardware & Steel Company, San Francisco.
Chas. H. Turner, Albany Hardware & Iron Company, Albany, N. Y.
H. F. Chorley, W. H. & G. W. Allen, Philadelphia.
C. A. Knapp, Knapp & Spencer Company, Sioux City, Iowa.
A. M. Wiley, Frye, Phipps & Co., Boston.
O. B. Barker, Barker-Jennings Hardware Company, Lynchburg, Va.
C. F. Bragg, N. H. Bragg & Son, Bangor, Maine.

METAL COMMITTEE.

A. J. McKee, chairman, Merchant & Co., Philadelphia.
Wm. T. Gummey, Gummey, McFarland & Co., Boston.
H. W. Waite, Waite, Ranler & Co., Boston.
Col. B. F. Eshleman, Stauffer, Eshleman & Co., New Orleans.
H. H. Rudd, Geo. Worthington Company, Cleveland.
J. P. Townley, Townley Metal & Hardware Company, Kansas City, Mo.
T. G. Walther, Hackett, Walther & Gates Hardware Company, St. Paul.

HEAVY HARDWARE COMMITTEE.

Col. R. S. Woodruff, chairman, C. S. Mersick & Co., New Haven.
A. C. Harvey, the A. C. Harvey Company, Boston.
Gen. C. Whitney Tillinghast, J. M. Warren & Co., Troy, N. Y.
John C. Koch, John Pritzlaff Hardware Company, Milwaukee.
Col. P. P. Beals, Beals & Co., Buffalo.
Irving D. Booth, Irving D. Booth, Elmira, N. Y.
D. H. Kane, Pacific Hardware & Steel Company, San Francisco.

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The largest meeting ever held by the National Hardware Association and the American Hardware Manufacturers' Association convened at Atlantic City on Wednesday, November 18.

As early as Tuesday the delegates and visitors began to arrive at the Rudolph in large numbers and by evening the lobby of the hotel was crowded with as happy a lot of hand shaking Hardwaremen as one could wish for. Bad weather seemed to have had no contrary effect on the determination of the members of both associations to make this the Banner Convention.

Good Business.

Notwithstanding the pessimistic reports and rumors which have been pervading the business atmosphere surrounding the Hardware trade in some quarters for the past month or two, every one seemed satisfied with present conditions and optimistic as to the future.

Many of the manufacturers reported that they were still receiving orders in sufficient numbers to keep their factories running full time and not a few reported that they were several months behind orders. In some cases a dropping off in orders has occurred during the past few weeks but almost invariably those manufacturers stated that they were continuing to run full time to make up stock for January orders. As one manufacturer expressed himself: "My travelling men report that the retail stores are nearly all lightly stocked and in their opinion as soon as prices become a little more settled they will want their goods all in a heap."

Travellers in the West and South are in such a prosperous condition that there could be no logical reason for expecting anything but good business in the early part of 1904. Taken altogether the pessimist was entirely out of place at Atlantic City last week.

The Hotel Rudolph accommodated nearly all of the visitors and the management of that famous hostelry is to be congratulated on the way the conventions were entertained.

THE CHICAGO SPECIAL.

On Monday afternoon, 16th inst., a special train of delegates and visitors started from Chicago for Atlantic City going via the Lake Shore to Buffalo and from thence to Philadelphia over the Lehigh Valley route. The train was made up of eight Pullman cars, two of which were diners and was for the exclusive use of delegates to the conventions. The observation car in the rear was assigned to the ladies of the party. A smoking and buffet car was provided for the gentlemen. From various causes the train was delayed west of Buffalo over an hour, but after reaching the rails of the Lehigh the time was quickly made up. In spite of the drizzling rain the splendid scenery along the Lehigh Valley line was thoroughly enjoyed by the party. The recent heavy rains had swelled the mountain torrents, which gave additional interest to this rugged region.

At 12.30 P. M., Tuesday, a dinner was served in the dining cars, tendered by the manufacturers.

At Philadelphia the party was joined by the celebrated Ringgold Band, of Reading, Penn., which furnished music for the balance of the journey. Atlantic City was reached in time for dinner, the party making their headquarters at the Hotel Rudolf.

Wednesday Morning Session, Nov. 18.

This session was open to manufacturers, members of the press and ladies and was called to order by President Kirk at 10 a. m.

The programme opened with the singing of "America," lead by Mr. Hobart Weed.

President Kirk then welcomed the conventioners with the following well chosen remarks:

Members of the National Hardware Association, ladies and gentlemen:

It is a particular pleasure that we meet here with you this morning. We are sure that we will find this place peculiarly adapted to the wants of our convention. We feel sure that from the beginning we can anticipate that this meeting will be a very profitable one for us all. We are very glad this morning to have with us the American Manufacturers' Association and also by no means less having so many ladies present with us in this opening meeting. (Applause). We shall have the exercises of the morning curtailed as much as possible owing to the delay in our beginning which was unavoidable.

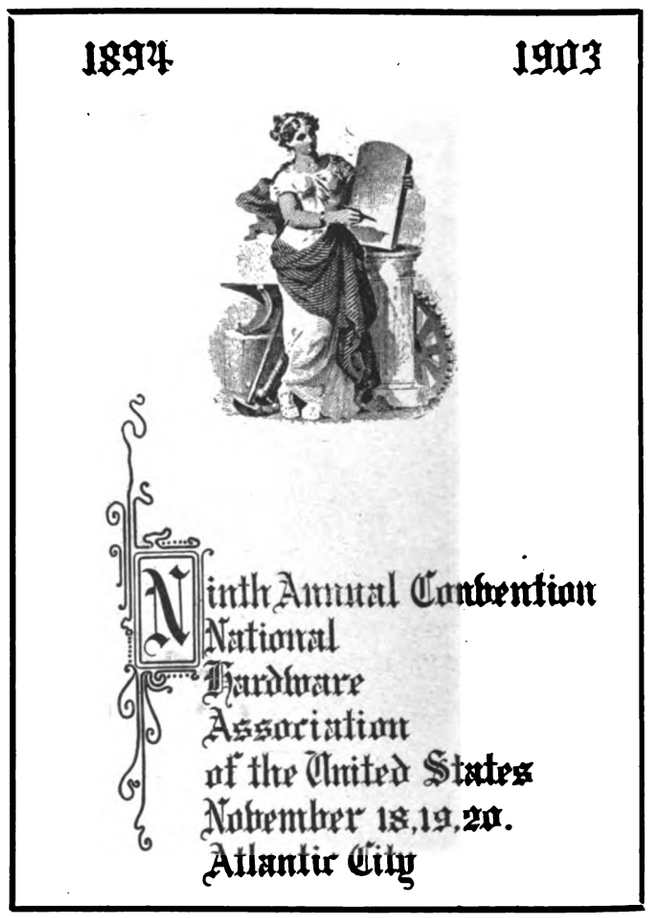
Rev. Dr. John R. Davies of the Bethlehem Presbyterian Church of Philadelphia was then introduced and invoked the divine blessing.

President Kirk then introduced the officers of the Canadian Wholesale Hardware Association and Mr. John Bowman of London, Canada, addressed the meeting as follows:

ADDRESS OF JOHN BOWMAN.

Mr. President, ladies and gentlemen:

I see that you are subject this morning to some disappointments in your speakers. Our Canadian delegates seem to have been delayed. We expected a goodly delegation of five or six members—presidents and past presidents. They seem



to have been delayed on the way. I received a message from our president that he had a cable calling him to England, that he would not be able to be present at the convention and present you with a formal address, and he asked me to make a few remarks. Therefore, anything which I may have to say, Mr. President and ladies and gentlemen, will be of an informal character.

I notice that you have the ladies here largely in evidence, this is rather embarrassing to us business men who are not used to expressing ourselves on trade matters, at least for the ladies, but I judge that the ladies here take a most decided interest in all things, that they are

RULERS NOT ONLY IN THE HOUSE BUT IN BUSINESS.

(Laughter). I am sure that we are deeply indebted to your officers and to your secretary for the courtesies you have extended to the representatives of the wholesale Hardware Association of Canada from time to time. You have received us most cordially and our presidents who have been here in years before it is impossible now to keep them away, and they will be here sure, although it may be a little late.

However, perhaps the only note of regret that I would give expression to in addressing you, is that we have not had a goodly delegation yet from the National Hardware As-

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sociation of America to visit our association during the convention in Canada, and I desire, Mr. President, now to extend a most cordial invitation to you and your delegates to be with us at our next Annual Convention.

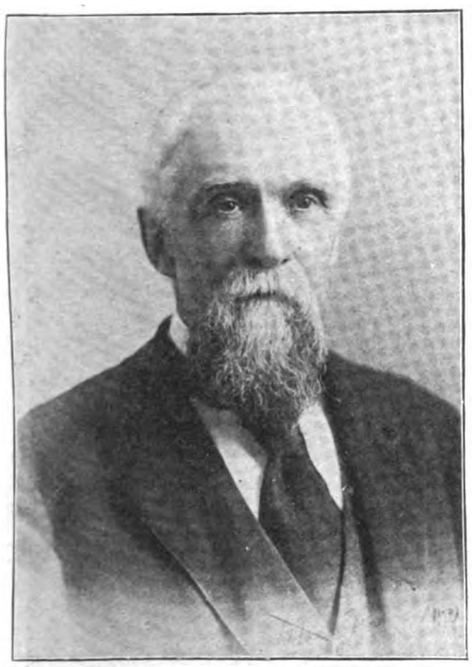
Now that

THE BOUNDARY LINE BETWEEN THE TWO COUNTRIES

seems to be pretty well settled (laughter) you can go there without any danger of going astray. I, for one, feel sure while there you will always feel at home and there will be no danger then of an "Alaskin Chill." (Laughter). Now your worthy president has intimated that your time is already partially gone, and I hardly know how in the brief time to deal with the various questions, perhaps, that might be of interest to you.

Our Canadian Association has now entered upon its sixth year association. We have been guided by your experience, and the reports brought back from time to time by our delegates and the reports in the different trade journals, and we are working along pretty much the same lines as you are pursuing.

We have the same problems to deal with that you have.



R. A. KIRK,
PRESIDENT.

Our association has not grown in numbers. We have desired to make it as exclusive as possible. It is difficult to become a member of the Wholesale Hardware Association of Canada. To become such the jobber has to have an excellent standing, a good capital and a large staff of travelling men —to be doing what we might call an exclusive jobbing business. We find that by this policy

ALL THE LEADING JOBBING HOUSES ARE VERY ANXIOUS TO JOIN OUR ASSOCIATION,

and I think I am safe in saying that every jobbing house of any standing, or doing any considerable business, in Canada is associated with the Wholesale Hardware Association of Canada.

Probably the most serious problem we have to deal with in Canada is the relation between the manufacturer, the jobber and the retailer. We have always desired as jobbers that the manufacturers whose goods we distribute to enjoy a liberal profit. We have not made any movement whatever to reduce their profit, but rather to give them such a profit that will be satisfactory with handling their goods through a distributor—the jobber. The jobber, however, desired also fairly liberal profits. You know we want to live, and so by arranging with the manufacturers prices were fixed for the retail trade. We find that as time passes that the manufacturer becomes more eager for a double profit. He seeks more earnestly after the retail trade. He increases the number of his travellers and he adopts methods of rapidly reaching the trade by quoting new prices and gathering up the better part of it and leaving the fragments for the jobber. I don't know whether you experience this in your association, but it is becoming a serious—a very serious thought—with us, and I think we are rapidly approaching the position that the manufacturer of goods

MUST BE HANDLED EXCLUSIVELY BY THE JOBBER

—the manufacturer must call off his travelling men to the retail trade. I don't know how that would apply to you, or whether you consider it to be practicable.

Another question I will suggest as of some trouble is the term of credit. We endeavored to reduce our terms of credit to the same terms as arranged by your association, but we found it met with a great deal of opposition and it was deemed unwise to so construct it; so we reduced our terms to two off, 30 days or 90 days. Now we have a difficulty arising with our government. The minister of customs takes the ground that our duties are fixed on what might be termed a credit basis, and it may be of interest to the manufacturers of the United States to know that on an invoice coming to the Canadian jobber lately 2 off 10 days—30 days that our government has advanced the valuation 5



JOHN C. KOCH,
VICE-PRESIDENT.

per cent., claiming that these goods are all invoiced on a cash basis, whereas the duties of the country are fixed upon a credit basis. So I simply make this suggestion to the manufacturers or jobbers to change their invoices and make them read 2 off 10 days—60 days. I think that will overcome the difficulty.

Mr. President, perhaps I am taking up too much of the time of your convention, but our outlook in Canada we consider to be most excellent. We have no fear whatever of depression—of trade depression.

THE COUNTRY IS MAKING MOST WONDERFUL STRIDES.

Our exports from the year 1893 to the year 1903 increased from $118,000,000 to $214,000,000, an increase in ten years of 81 4-10 per cent. Our total trade last year was some $467,000,000, an increase over the previous year of $43,000,000. Our population is now between five and six millions. I think the record of our bank deposits is something marvelous. We have on deposit $460,000,000. Our foreign trade being $79.00 per capita.

Our imports to the United States in the year 1898 were $74,000,000. In the year 1903 they had increased to $129,000,000. The imports from Great Britain, $37,000,000—increased to $58,000,000. Our imports since 1868 has increased with Great Britain 56 per cent.; with the United States in the same period of time have increased 485 per cent. (Applause). I think we are very good neighbors.

Probably the question which is of the most serious inter-

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est to you and of the greatest interest to us is the movement for a preferential trade in the empire—the attempt to have England change her fiscal policy, and that movement, it would be well to understand, is one of gradual growth. It is not a sudden movement accredited to Sir. Jos. Chamberlain, the late secretary of State for the Colonies, but it has grown up through the action of the chambers of commerce throughout the whole of the British empire—at the trade congresses held in Great Britain where representatives from all the colonies were present. The question of the consolidation of the empire—the improvement of transportation, of cable service and all that class of questions—an imperial defense and also of trade within the empire, engaged the attention of those congresses, the feeling seemed to be strengthening, and at these congresses the movement met with merely the prejudices that existed through the years.

This year—I might say last year—we had a congress in Canada—some 143 representatives being present from all parts of the Dominion. There the enthusiasm was intense with regard to the strengthening of bonds between the empire, and also to formulate some policy for the increase of



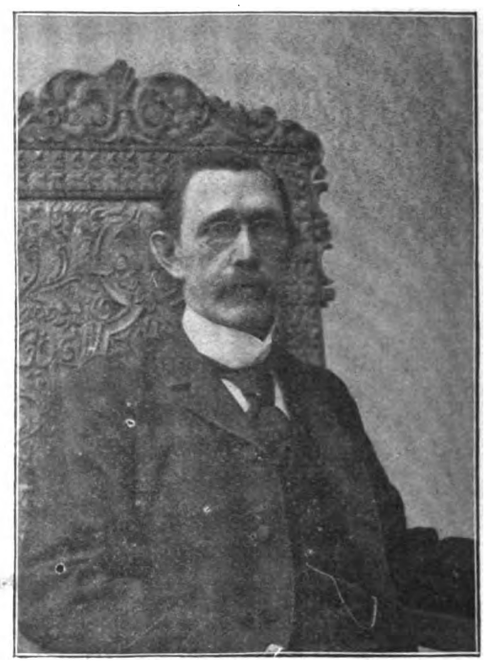
T. James Fernley,
SECRETARY-TREASURER.

trade within the empire. We had the representative of the English colonies, Colonial representatives from India, South Africa, New Zealand, Australia and from all parts of Canada and from all the trade centres of Great Britain. We had the strongest men in England, the largest manufacturers, the men most largely interested in commerce and shipping, and they all gathered in Canada this year and took a tour through Canada and they held a conference in Montreal. The prejudices of a great many of those men were broken down during that conference, and most enthusiastically was the resolution passed for preferential trade within the empire. This means that England and her colonies will build up a protective tariff—inaugurate a protective policy—against those who close their gates against them.

It is hardly reasonable to expect that England and her colonies, or England and her united Kingdom—will continue to leave her gates open, and her trade for the convenience of those who close their gates against her. She has been wonderful in her forebearance for the American people. She must have loved them much to keep the door open and I am sure gentlemen, the day is coming when England will build her tariff wall. You should also congratulate yourselves. My idea personally is that in the process of time these preferential barriers may be swept away and that we may have not only preferential bonds strengthened, but we may have commerce throughout the British Empire with the United States, on such a basis that there shall be a full and liberal interchange of all we can produce. (Applause).

Following this address which was received with hearty applause, President Kirk said the convention desires to convey its most hearty thanks for this most able address from our Canadian friends, and we wish to assure our Canadian friends that the bonds of friendship and sympathy that have existed between their organization and our organization have been strengthened as the years have gone by, and I wish further to assure them that if the matter of securing closer trade relations as well as social relations with Canada the people on this side are without any question inclined more and more towards favorable arrangments, and that the cause of reciprocity with Canada on fair business lines to both the countries is ever more and more attracting the attention of the business men on this side and out of which without any question favorable action is going to come.

On motion of Mr. Morley, Mr. Van Newkirk of& Philadelphia was made journal secretary of the convention and on motion by Mr. Walther, Mr. Dudley and Mr. Fernley were selected as pages, seconded and carried. Mr. Griffith moved that Mr. T. J. Fernley, of Philadelphia, be elevted as railroad secretary for the convention. The motion was seconded and Mr. Fernley was elected.



William W. Supplee,
MEMBER OF ADVISORY BOARD.

President Kirk then read his annual report as follows:

PRESIDENT KIRK'S ANNUAL ADDRESS.

Members of the National Hardware Association:

A year has passed since our meeting in New Orleans and throughout these twelve months we have carried very pleasant memories indeed of that delightful meeting—delightful not only in enjoying the charming hospitality of the Queen City of the South, but delightful also in the spirit of harmony and co-operation which animated that convention during its sessions and which has since followed us.

In my address at the opening of the New Orleans convention, reference was made to the five years of remarkable prosperity which had been enjoyed and also to the reasonable expectation that, sooner or later, days and probably years would follow when the sun would not shine so bright and the clouds would lower. It was our expressed belief, then, however, that, while lower levels of prices in the order of events might be expected, great changes at an early day were not probable and that steady markets generally might reasonably be expected for the large part of the following year.

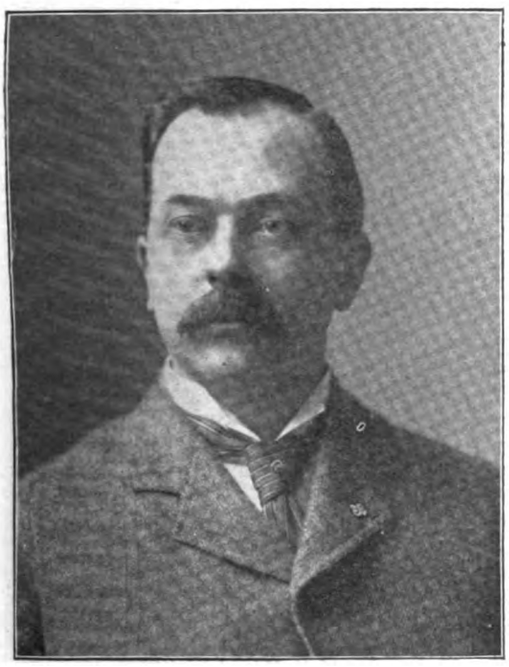
Although we have seen during the past year a most remarkable depreciation on the stock markets, one that in the magnitude of the interests involved as well as in the wide scale of fluctuations has perhaps never been equalled, yet

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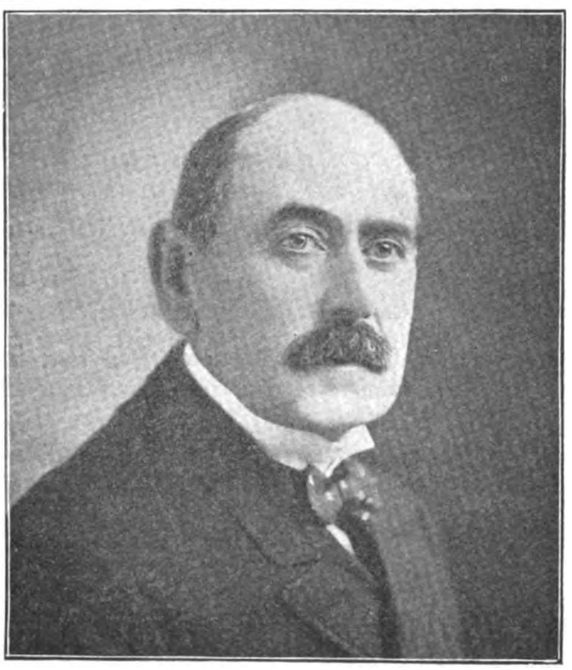
OUR GREAT MANUFACTURING AND COMMERCIAL INTERESTS

have gone steadily along. Speculation and inflation had run their maddening pace and the day of reckoning came, but the channels of legitimate business have not been greatly disturbed. There has been a slight decrease in the demand for certain heavy iron products—and in such lines there has been left the choice of lower and perhaps in some cases unprofitable competitive prices or of restricted production, but the great wheels of industry generally have been kept in motion and the business energies of the country, while affected to some extent sympathetically, are still actively and profitably employed. Aside from speculation there have been also other harmful influences that have come in and have interfered largely with the regular currents of business.

Among these baneful factors it is safe to say that labor troubles have done more to disturb and impede the progress of the country in material improvement during the past year than all other causes combined. This condition of things is greatly to be deplored and in our opinion the time has come



H. H. Bishop,
MEMBER OF ADVISORY BOARD.



John Bindley,
MEMBER OF ADVISORY BOARD.

when the business interests of the country must necessarily take a more active part in efforts to prevent these great disturbances and the tremendous losses entailed by them. There is surely some practical way in which employer and employee, capital and labor

CAN BE BROUGHT TO WORK TOGETHER FOR THEIR MUTUAL GOOD

and that will render strikes and boycotts harmless and impossible.

At the New Orleans convention the evils resulting from the published prices of catalogue houses on certain standard goods were duly considered and action thereon was taken. Your officers and Executive Committee have given time and effort toward carrying out the object in view. In this work we are co-operating with the National Retail Hardware Association and have reached some degree of success. The trouble is, however, deep and far-reaching and much work and also time will be required to effect a cure.

Our members were pledged in that convention to assist the officers of our Association in the prosecution of this work and we trust that this pledge has been faithfully observed and that you stand ready to-day to renew this pledge and to do all in your power to help remove this great evil.

In this connection we call your attention to the renewed effort that is now being made to induce Congress to pass the bill known as the Postal Parcels bill. This bill is

DIRECTLY IN THE INTEREST OF THE MAIL ORDER AND CATALOGUE HOUSES

and its chief support comes necessarily from them. We can readily see the powerful influence that is back of this movement.

If this bill were to pass, we believe that the evils which the great body of retail and wholesale dealers of the country have already suffered from this most pernicious practice of the houses referred to would be small indeed when contrasted with those that would surely follow. The yearly deficit in the Post Office Department is already large and it is rapidly increasing and its deficit comes very largely from the fact that the Government is now carrying second and third-class matter at from one-fourth to one-third the actual cost of its carriage. By the provision of this iniquitous bill a package of 11 pounds of merchandise would be carried for 25 cents. For this price this package of 11 pounds would be carried from New York or from the most distant point on the Atlantic Coast to San Francisco or any other Pacific Coast point, including Alaska, and the same price would carry it to Honolulu or Manila.

Statistics show that the cost of handling mail matter in this country is now about eight cents per pound. Advocates of this bill would ask the Government to sustain this tremendous loss, in the fact of the present year deficit of many millions of dollars which the Government already suffers from carrying second and third-class matter, under the present regulations. Bear in mind also that this great additional burden to the Government would be taken on expressly for the purpose of carrying articles of merchandise. The public is doubtless willing, if need be, to submit to some loss in the carriage of newspapers and periodicals, on the ground of the educational advantages thus given to the people. But for the Government to become a carrier of merchandise and to undertake to handle vast quantities to from one-fourth to one-third of the actual cost incurred seems to us

SUCH A STUPENDOUS PIECE OF FOLLY AS TO TAX OUR CREDULITY

regarding the possibility of such a bill becoming a law.

First-class mail matter now substantially pays its way and if the Treasury at some time in the future shall be in a condition to bear a larger deficiency than it now carries from the Post Office Department, let us have one-cent postage on first-class matter and thus help the general public and at the same time not have the Government lend itself to be the tool of large interests that are working for their own selfish ends. Action in this direction by Congress at the proper time in the future, we believe, will meet with the hearty approval of the people. I trust that, in view of the strong efforts that are now being made in behalf of this bill, this convention will take such action on the subject as it may deem proper.

As we come to the close of the year the prospects for the coming year deeply concern us and the cry of the prophet of

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old, "Watchman, What of the Night" is often on our lips. It is the constantly recurring thought that comes to us year by year, as we face new conditions and new problems. There is a readjustment of prices now going on in a few lines of Heavy Hardware. In this process the adjustment it is believed that the great body of articles of Hardware will not be



SAMUEL A. BIGELOW,
MEMBER OF EXECUTIVE COMMITTEE.

affected, not at least until manufacturers can materially reduce the cost of such goods. We can, therefore, readily see that there is no ground to expect radical changes in prices in most lines of Hardware.

As we take in the outlook to-day and fully appreciate the difficulties before us we also see the many evidences of favorable conditions ahead that cheer us on to fresh endeavor.

The general conditions of business are good and the signs of the times certainly indicate that, over and above anything that tends to discouragement, there is much more to give us AN ABIDING FAITH IN THE FUTURE FOR HIM WHO STEADILY WORKS on and plans and bides all his time.

In my address at our last convention I gave as the strongest ground for our confidence in the new year the prosperous condition of the American farmer. We are able to say that this condition still continues. Droughts, floods and destructive insects and other misfortunes have prevailed in certain sections, but still our great farming communities are fairly prosperous. In the final analysis we all come at last to the farmer for our support and so long as he is able to get a reasonable compensation for his labor the business interests of the country will not permanently suffer and so long as speculation does not run wild and labor organizations shall free themselves from dangerous and lawless leaders and counsels and so long as the Lord of Harvests shall continue to crown the work of the tiller of the soil with His blessing throughout our vast and wonderfully productive country, so long we may expect our people to come up to our yearly conventions with satisfaction and thanksgiving.

Since our last meeting the following-named members have departed this life:

Charles G. Dennison, of Sidney Shepard & Co., of Buffalo, N. Y., and C. Sidney Shepard & Co., of Chicago, Ill., died March 17th. Mr. Dennison was devoted to the interests of his house and so constant was he in his labors in the extension of its interests that his health broke down under the strain. Mr. Dennison was recognized as one who was a loving husband and father and a genial friend and associate.

Charles Wesley Hackett, of Hackett, Walther, Gates Co., St. Paul, Minn., died March 21st. Mr. Hackett was in his 72d year. He was a faithful soldier for his country and a strong advocate of principles of the National Hardware Association. He attended several of its conventions and endeared himself to all with whom he came in contact. He was successful in business and was a man of high Christian character.

Edward P. Beals died April 9th. Mr. Beals was senior member of Beals & Co., Buffalo, N. Y., and has been identified with the Hardware business fifty-seven years. His life was full of good deeds and during his long and successful career no one could ever ascribe to him other than honorable transactions.

John Tredway, treasurer of A. Tredway & Sons Hardware Co., Dubuque, Iowa, died April 13th. A man of only forty, he was removed from a loving family and business associates to whom he had much endeared himself. He left an unsullied name.

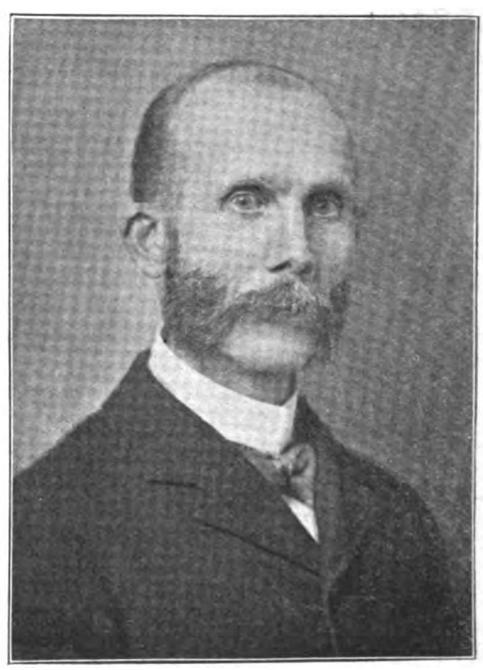
James G. Forsyth, of Sidney Shepard & Co., Buffalo, N. Y., died May 10th. Mr. Forsyth was in ripe old age, having reached the age of seventy-one years, and had been faithful to commercial interests from early in his life, and was looked upon as one who had done much for the improvement of the city of Buffalo.

Samuel B. Hubbard, president of the S. B. Hubbard Co., Jacksonville, Fla., died June 21st. He had reached three score years and ten and had identified himself with the growth and development of the city of Jacksonville since 1866. He was one of the most progressive business men of that city, occupying positions of honor and responsibility in a large number of important enterprises.

Edwin C. Harwi, treasurer of the A. J. Harwi Hardware Co., Atchison, Kansas, died September 4th. He had been in the active Hardware business in Atchison for twenty-six years and had the confidence and respect of the entire community.

It is with great pleasure that we meet the American Hardware Manufacturers' Association, now holding its third annual convention in this city and whose members honor us by their presence in this hour. We anticipate large benefits to both Associations from these meetings, not only from thus coming to know each other better personally but also from our conferences on the many important subjects which mutually concern us.

Gentlemen of the National Hardware Association, let us



J. D. MOORE,
MEMBER OF EXECUTIVE COMMITTEE.

see to it that these days which we shall pass together here shall be profitably employed. In them we have the opportunity to do much that will help us to make our business, in our respective houses, more pleasant and profitable. Let us come into these sessions to give, as well as to get, and let us see that this convention shall be one that will go down in our lives with many gold memories.

At the close of his report the president stated that in ad-

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dition to the deceased members mentioned recently Mr. Stauffer, of the firm of Stauffer, Eshelman & Company, of New Orleans, had passed away.

The secretary-treasurer, Mr. T. James Fernley, then read his annual report as follows:

REPORT OF SECRETARY-TREASURER.

By T. James Fernley.

To the Officers and Members, National Hardware Association of the United States:

Gentlemen:

To-day we come before you with an annual report for the ninth time and we assure you that it becomes more difficult each year to treat in a document of this nature, of the work



R. M. DUDLEY,
MEMBER OF EXECUTIVE COMMITTEE.

performed, in a manner which is in harmony with its importance.

It is more difficult to present in a condensed form than would be the case if it were not for the fact that we have been in almost daily correspondence during the year with the members of our Association; indeed, owing to our constant communication with you, there does not seem to be a necessity to review the many details of which we have treated through this correspondence.

I assume that the members of our Association, when assembled in convention, merely desire an outline of the character of work which has been pursued. The importance of the work is becoming more and more recognized by manufacturers and retailers, as well as by members of the organization. Manufacturers of goods sold by the Hardware jobber seem pleased to know that there is an avenue through which they can obtain information as to the desires of their customers. Hence, in addition to voluminous inquiries through the mail and a large number of individual conferences, your secretary-treasurer is invited before almost every body of manufacturers coming together to arrange a selling policy.

The responsibility on occasions of this kind is realized and we always endeavor to present the interest of the jobber in such a way that the manufacturer will not feel that we arrogate to ourselves the right to dictate to them, but rather, that our interests are so closely interwoven that one cannot suffer unless the other is affected. Further, in coming before the manufacturers we never lose sight of the fact that they have difficulties of their own which sometimes are not fully appreciated by the jobber and it is not always best for them to do all that the jobber feels should be done. We also have constantly before us the fact that certain firms are doing a small jobbing business who are not connected with this Association, but who have rights and privileges which entitle them to recognition.

We feel that

OUR POSITION IS MUCH STRONGER WITH OUR MANUFACTURING FRIENDS

because they recognize that we are absolutely fair in all requests which we make. We also have constantly before us when conferring with manufacturers, the fact that the retail merchant of the country is also an important factor in the general scheme of distribution and that under no circumstances is it right for us to purpose any plan which is not in harmony with the best interests of this branch of the trade.

We have successfully demonstrated to the manufacturer that his goods can reach the hands of the retail merchant

AT A LESS PRICE THROUGH THE CHANNEL OF THE JOBBER

than if the manufacturer was to attempt to distribute his own goods, and this fact is fully appreciated by the retail merchant, so that in all parts of the country the retailers are quite content to rely upon the jobbing houses competing for his business as a basis of supply and therefore the retailers realize that it is of greatest importance to have close at hand an assortment of goods in large quantities from which immediate wants may be speedily supplied.

In the wholesale Hardware business there is no longer an inclination to argue on the necessity of the jobber. It is only necessary for the jobbing trade to endeavor to co-operate with the retail merchant in such a way as will cause a continuance of the present mutuality of interest. During the past year we have been in very active co-operation with the National Retail Hardware Dealers' Association, which organization is composed of representatives from the various State Retail Hardware Dealers' Associations. Eighteen States are well organized and all of them are now affiliated with the National organization.

This Association is officered by men of highest ability who



F. A. HEITMANN,
OF MEMBERSHIP COMMITTEE.

are doing their utmost to serve the interests of the retail merchants of the country. The policy of the National Hardware Association of the United States is thoroughly in harmony with that of the National Retail Hardware Dealers' Association, so very naturally we are working side by side for mutual interest.

On May 18th, 19th and 20th a conference was held between the Executive Committee of the National Retail Hardware Dealers' Association and our Executive Committee This conference extended over a period of three days and resulted in the formation of plans of work which we be-

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lieve will eventuate in a marked improvement of present existing conditions.

One of the subjects discussed on that occasion was the Postal Parcels Bill, so-called, which provides for the carrying of merchandise in the mail, at a very low rate and to which retail dealers are strongly opposed.

We hope our Association will go on record as also opposing the passage of the measure which is designed for this



GEORGE B. LOGAN,
MEMBER OF TRANSPORTATION COMMITTEE.

purpose. Truly the retailer is between Scylla and Charybdis and we can but express the hope that the National Hardware Association of the United States will be the Odysseus who will safely convey them past these menaces to their future welfare.

CORRESPONDENCE WITH SALESMEN.

During this year we have issued a large number of letters to the traveling salesmen connected without membership, endeavoring to assist these most estimatable men in their efforts to conduct business according to the motto adopted by the first president of our Association, which is, as you know, "We advocate and strongly urge the conducting of the wholesale Hardware business on a high standard of business methods."

Our Association in taking up this department of work realizes that in order to carry out to the fullest extent the object for which we were organized it is necessary to enlist the active support of upwards of 3,000 traveling salesmen in the employ of members of this Association.

The letters alluded to above have been sent out at frequent intervals; 3,300 being distributed with each issue. These communications have in each instance been sent to the head of the Sales Department and some very valuable replies have been received from the traveling salesmen.

We purpose to continue this branch of our work and express the sincere hope that the salesmen connected with our membership will take a lively interest in the same.

LOCAL AND SECTIONAL ASSOCIATIONS.

It has been our pleasure during the year to visit a number of Hardware trade associations in various parts of the country. We feel that it is extremely important that these organizations should be supported even more strongly than at present, as there are many matters which can be adjusted through the good offices of the local and sectional organizations which would not be feasible to regulate through the National organization.

We particularly commend to the jobbers of the South that most vigorous organization—the Southern Hardware Jobbers' Association; to the jobbers of the Coast—the Pacific Coast Hardware and Metal Association; to those of the extreme Centre West—the Missouri River Hardware Jobbers' Association; to those located in the State of Texas we commend the Texas Hardware Jobbers' Association; to those of New York State we urge and heartily commend the New York State Hardware Jobbers' Association, and to those of New England —the New England Hardware and Metal Association.

MEMBERSHIP.

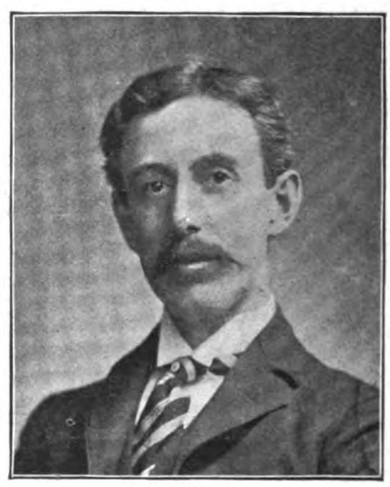
The members of our Association show continued interest in the affairs of the Association. Letters have been answered where an answer has not been called for; new business is constantly being placed in our hands for execution and we are pleased to report that our roll shows practically the same number of members as in previous years.

We have had an unusually large number of applicants for membership, some of which have been acted upon favorably, the others remaining on our waiting list. It is the policy of the committees determining the question of membership to extend the privileges to only such as in their judgment shall add strength to the organization.

PREMIUMS FOR ANTICIPATED PAYMENT.

We are very much pleased to advise you that our efforts with manufacturers who had abandoned the cash discount prinicple, have been highly successful, so that at the present time few prominent manufacturers refuse to give the buyer, who places funds in his hands within ten days of shipment, a special discount or premium.

We believe that if it had not been for the efforts of this organization along this line, during the past three years, the cash discount would have been denied all classes of buyers. Several prominent manufacturers have yielded this point. During the past year their names have been mentioned through correspondence with our membership and as they are to be present at the meeting when this report is read, we prefer not to mention their names, fearing they might be criticised by their competitors for being so slow to realize the justice of the position which this Association assumed in the convention of 1899. Suffice it to say, they have successfully yielded to our request.



JAMES H. RITTER,
MEMBER OF ENTERTAINMENT COMMITTEE.

CLASSIFICATION OF THE TRADE.

We find that this branch of our work is meeting with increased favor and that the retail merchants realize that we are aiding them. Before our Association took up this work, there was no avenue through which a manufacturer, who desires to protect a retailer, could obtain authentic information as to the character of business conducted by any house. As it is at the present time, this branch of our work is given great prominence and the manufacturers of the country are realizing that they can consult without any fear of their own name of the party submitted becoming public.

It is impossible, therefore, to give any adequate statement of the benefit accruing to our membership from this branch of our work or even to the other officers of our Association. They recognize the importance of such information being in the custody of the secretary and treasurer of the Association, and I want to publicly state that at no time has any officer or member of our Executive Committee attempted in any way to obtain such information.

And now, for the ninth time, I want to thank the members of this Association for the confidence which they have reposed in me. We recognize our shortcomings; if nature had endowed us with more ability, you should have had the advantage of it. At all times we have been willing to do all we knew how, but unfortunately, we realize that we have not had the ability which we should have liked.

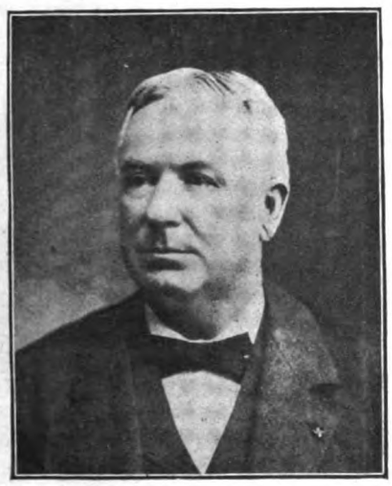
During the period we have held this position you have

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placed five of the most worthy and talented men connected with the Association in the position of presidency of the same and whether it was under the administration of him who has been declared the best organizer connected with the mercantile life in the last quarter of the Nineteenth Century, William W. Supplee, or under the guidance of that calm, cool, clear-headed and conscientious Bishop or the gentle and loving Shepleigh or the conservative and energetic Bindley, or, last but not least, under the administration of him, who has the confidence, love and respect of every member of this Association, Mr. R. A. Kirk.

We have been guided and instructed by all of these in such a way as they believed would be to our best interests.

The past is a matter of record and the future is not ours. We can but hope that this organization will complete the last year of its first decade in a manner which will reflect honor on not only its own members but lead to its continuation by all who are engaged in what we believe to be the most honorable calling, namely, the distribution of Hardware, and strong pressure is brought to bear on your present secretary-treasurer he may be induced to remain in office for the good of the cause and the slight financial consideration allowed.



COL. J. R. NUTTING.

President Kirk: We have with us, ladies and gentlemen, to-day two of the representatives—the president and the secretary—of the National Retail Hardware Association. They have been invited to address us on such subjects as in their opinion mutually concern the retail and the wholesale Hardware associations of the country, Mr. W. P. Bogardus, of Mt. Vernon, Ohio, is president, and Mr. M. L. Corey, of Argos, Ind., is the secretary. We now desire to hear from these gentlemen. As I undestand it, Mr. Bogardus desires to have the order of procedure changed and instead of his speaking first Mr. Corey will first address us.

Mr. Corey addressed the convention as follows:

ADDRESS.

By M. L. Corey.

We recognize in speaking to you to-day that we occupy a position entirely new in the annals of Hardware; that it may open opportunities and questions not visible, nor even thought of at this time. There is one question that is considered paramount in this meeting, but the sentiment as expressed to us by members of the two associations represented seems so nearly a unit in our favor I ask your indulgence while I briefly touch another topic that we firmly believe is responsible for the new question that really accounts for our presence to-day.

Hardware jobbers have settled the question, at least to their own satisfaction, that they are an absolute necessity in the distributing of Hardware products. This being the case, they must naturally be vitally interested in another class, and that is their retail customers, for they are the foundation upon which the jobbers' trade is built. The retailers' success depends upon the prosperity of the towns and villages in which they live, the good will, confidence and patronage of their community. Anything that threatens the stability and permanence of this arrangement becomes a mutual menace, and should be so recognized and dealt with.

CATALOGUE HOUSES.

I wish to call your attention to the catalogue house and its effect upon 90 per cent. of your customers. I refer to the



CHARLES H. TURNER,
OF FRATERNAL RELATIONS COMMITTEE.

country merchants. Understand, these houses, while affecting our city brothers to some extent, especially aim to capture the farmers' trade—to prejudice him against his local dealer. Their alluring and misleading advertisements and low-priced leaders are having their effect, and energetic, intelligent, combined effort is necessary to maintain the jobbers' and retailers' supremacy. The success of the catalogue house depends entirely upon under-selling the retailer on staple articles and brands of goods already introduced and well known, through the man who stands face to face with the consumer. Give them price advantage and they can sell a necessity, but the personality of the salesman is necessary to create desire, and introduce a new line. If this is true, then the catalogue houses are simply lawful pirates, and in view of some of their unscrupulous methods, most dangerous and demoralizing competitors. A single instance will illustrate: Sears, Roebuck & Co., of Chicago, sent out over the country a letter to postmasters, offering to pay a cash commission on every money order written in their favor. This was an unlawful proceeding, but as the postmaster himself became a party, and the transactions were concluded between the two, convictions were almost impossible.

We will not attempt a comparison of prices. We appreciate the fact that each of you have at some time or other been up against them. Careful examinations prove that about 90 per cent. of the catalogue house leaders are selected from Hardware and kindred lines; that especially well known and meritorious brands are very desirable for cut-price attractions, the danger from this does not appear at first glance. It comes from the gradual alienation of the consumer's confidence and patronage of his home dealer, and injures the jobber as well. To meet this condition the retailer must adjust his prices to compete. Upon you, Mr. Jobber, rests the burden as well.

It is common experience among our members to ask you for a certain article and be quoted higher than the listed catalogue price. This should not be. It is imperative that both the jobber and the retailer meet the issue, even if it mean for a time a mutual loss. A revision of your prices should be made, and your traveling salesmen instructed why it is done. He in turn could explain to the retail customer the necessity and advantage of retailing the article at the catalogue house price. We are continually preaching to our members this doctrine: Meet the price. We need and should have your intelligent, active co-operation. Here is where our Association can benefit. Suppose your efficient Secretary Fernley should send each of you a letter naming such arti-

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cles as are used as leaders by this competition, and the price they quote. Suppose he or you would post your traveling salesmen to assist the retailer in protecting our mutual trade? Would it not act as a muffler on their thunder?

We cannot see how any jobber can consistently sell or encourage catalogue houses; their success means your failure as sure as the retail system is crippled. They only buy of you when the manufacturer will not sell them, or to fill short items in their daily business.

A mail order house moved from one city to another; the principal reason given for the change was that the wholesalers refused to furnish them goods to fill their short items. Mail order houses claim an advantage in their making the manufacturer and jobber carry their stock. Many of them would not exist without such assistance.

Some manufacturers, when approached concerning low prices quoted on their goods by this competition, have sent us circulars and newspaper clippings proving some of our members are selling in given localities even lower. Catalogue houses have justified their cut prices on these grounds, and a few jobbers have agreed with them. We emphatically protest against this injustice of such comparison. A retail price of 50 cents on an eight-quart Enterprise stuffer would scarcely be noticed 25 miles away, let alone 100, 200 or 1,000 miles distant. Even in the same town considerable difference in prices may remain unnoticed. But let a catalogue house name 50 cents on an eight-quart Enterprise stuffer and every customer from Maine to California is told that this article is worth only 50 cents and anyone who charges more for it is either unable to buy right or will not sell right, and in either case not entitled to the patronage of his community. When an unprofitable cut price is named every dealer in the United States faces exactly the same condition and must adjust himself to meet it.

Jobbers and retailers alike are in business for profit. Manufacturers must realize that whenever their lines become unprofitable something else is substituted. Therefore we claim that whenever a manufacturer sells mail order people he should do so under a limited selling price agreement. This position is taken by the retail associations and should be as firmly insisted upon by the jobbers. Such contract is a lawful one and can be enforced.

It has been frequently charged that jobbers (not members of your association, I am glad to say), have bought certain goods in large quantities, thus securing a price advantage, and turned the surplus over to the catalogue houses at a very slight advance; conclusive proof of such work would justify our members in withdrawing their patronage from such firm or firms.

Entirely too much preference has been shown to the quantity buyer. It encourages over-loading and under-selling; it builds up a catalogue house; breaks down the distinction between the jobber and retailer and demoralizes trade generally. The merchant who buys his supplies through the wholesaler buys often and as his trade demands. If this is good business he should not be handicapped by higher cost on his stock. Special prices on a quantity basis have built up this new competition for us until it does not hesitate to dictate terms to the largest manufacturer, and if their demands are refused the catalogue houses proceed to advertise the manufacturer's products at cost or less, even though they cannot fill a single order. Their plain object is to injure the manufacturer by making the sale of his products unprofitable to the general trade. In this way they expect to hold and gain further special privileges. It is blackmail; it is dirty business; it is dishonesty; but it has been done time and again, and is being done this very moment.

We have always claimed that catalogue houses were only large retailers and not entitled to jobbers' advantages. Recently these houses are asserting that they are doing a big jobbing business with regular merchants. Whether this claim is made to secure recognition from manufacturers or to further influence the consumer to patronize them we do not know. It does not need very much calculation to figure out the calibre of their merchant customers. It is safe to say that Dun or Bradstreet never gave them a rating.

As to the economy of the mail order system as compared to retail dealers we have a decided advantage. The cost of printing and mailing their books alone is stated as nearly 10 per cent. of their sales. The increase in the number of these supply houses will result in fierce competition between themselves, and a constant and continual hammering for lower and special prices, and cheaper made goods.

If our friendly jobbers are alive to the situation; if you can sell us our stock as low as this competition can buy; if you will aid us in defeating injurious measures, the future should not only strengthen the position of the jobber and retailer, but result in more harmonious and closer relations between our individual members.

There is a growing tendency among retailers toward better business methods, neater and more attractive stores, discrimination favoring a higher grade of goods, more prompt collections and payment of bills, more intelligent and effective advertising; the standard of gentlemanly traits of both retailers and their clerks has been raised until the Hardware



COL. B. F. ESHLEMAN.

dealer in almost every town and village in our country is regarded as one of the representative men in his locality. How much credit for these conditions is due to our Retail Hardware Associations and our loyal trade press that has continually co-operated with us I will not venture to say. Certain it is that every State Association has worked hard and earnestly to accomplish these results. This education has also taught us there is such a thing as common interest between the jobber and retailer; that an injury to one means a corresponding loss to the other. Individually we never would have ventured to suggest an alliance—a sincere co-operation for a mutual advantage. Our associations open the way.

I think all present will also admit that there is to-day a greater amount of business fellowship between the two great bodies of distributors of Hardware products than ever existed before. There is more charitable and broader interpretation of individual differences that will always happen between buyer and seller. There is more confidence in the honesty and good intentions that regulate the average daily trade transactions. We speak of the trade in general. Some of your members as well as ours have not become converted and in touch with the changes. During the year 1903 less than one-fourth as many complaints have been made against your members as in 1902. Prior to 1902 the retailers regarded your association with suspicion, and as an organization formed for your individual advantage. I speak as the representative of thousands of retail Hardware dealers when I say that our members to-day regard the jobber who belongs to this association in a more favorable light than the one who persists in going it alone. I know this from personal contact and letters received. The man who should be held

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mostly responsible for this change of sentiment is none other than your secretary, Mr. T. James Fernley. The conference held in Philadelphia between the officials of our respective associations opened our eyes to the further advantages of a combination of influence to obtain mutual benefits. In our coming conventions we will emphasize the desirability of encouraging those who have pledged themselves to respect our rights and territories, and who have joined us in making a common cause against common evils.

Mr. Corey's remarks were heartily applauded and President Kirk then introduced Mr. W. P. Bogardus, the president of the National Retail Hardware Dealers' Association. Mr. Bogardus said:

ADDRESS.

By W. P. Bogardus.

It has been to me an ideal condition when men whose business interests are so interwoven as manufacturers, jobbers and retailers of Hardware are could get together and talk over their business affairs. I have felt that a better understanding between the different branches could be established by conferences. That face to face talks would result in greater mutual confidence. The result of the conference, held last May in Philadelphia, has strengthened my belief and when the invitation came to the president and secretary of the National Retail Hardware Dealers' Association to meet you here and discuss further some questions that seemed to be important to us, and about which it seemed we should have a common opinion, my hesitancy, to appear before so notable a gathering of manufacturers and merchants many of whom have world-wide reputations, and all of whom have helped to establish the commercial supremacy of our common country, I say my hesitancy is driven away by the hope that further good may be accomplished by this conference.

There seems to be a feeling, on the part of some that the government was organized to look after their private affairs and take care of them. To this end propositions are continually being brought to the attention of Congress, and action urged upon ill digested measures. And

THE RESULT IS A GREAT ACCUMULATION OF SPECIAL LEGISLATION

that is unjust and unfair, to the general public. Our attention is being called at the present to a bill that is to be introduced in Congress, at the coming session, and if possible passed into a law. This bill is called a Post Office Bill, and the purpose of it is to have the government carry as merchandise all sorts of goods in the mails. One paper advocating the bill lays particular stress on the idea that he can get his vegetables fresh every morning by mail. The bill further proposes that the Government shall insure the safe delivery of goods up to the amount of $10 without the sender declaring any value. When he declares a value then the government will pay the sender the full value of his shipment up to $25 on proof that goods were damaged or lost through fault of the government. All this work is to be done by the government for one cent on packages of less than three ounces, two cents for packages over three ounces, up to six ounces, five cents for a pound, two cents up to the limit of 11 pounds. No package shall be over three and a half feet long nor occupy more than two cubic feet. This bill evidently is not original with the man who drew it. It might with perfect propriety be called "An Anglo Maniac" for it is not to the "manor born," but is an importation from the paternal government brought here with the evident intention of trying to graft it on a democracy. The effort should be a failure because it is legislation for the few at the expense of the many. This is a government of the people, for the people, and by the people, and we have no use for paternalism in this country.

The P. O. Department is weighed down, at the present, with a burden that results in an annual deficit running into millions of dollars. This deficit is brought about year after year as a result of special legislation. The rate on second class matter is one cent per pound. The actual cost to the government for handling and transporting second class matter is seven cents per pound. So that on every pound of second class matter sent through the mails, the government loses six cents. If second class matter was confined to the limits prescribed by the statue, even if there continued to be a loss on account of it no one would raise any objection.

The universal reading of the newspaper and magazine by the people of this country is one of the most hopeful signs of the times. It means a broader view on all subjects;

IT MEANS THAT THE AMERICAN PEOPLE THINK.

To many the newspaper and magazine constitute their entire library. I would not under any circumstances deprive them of their paper or magazine.

Now with the fact of this continued deficit staring us in the face, it is proposed that the third and fourth class matter be consolidated into one class, and under the name of merchandise be sent through the mails at an actual loss of



W. P. BOGARDUS.

from two to five cents on every pound so shipped. Who is going to pay this loss, and how long will the public stand for it? At present the loss on second class matter is partially made up by the excessive charge of two cents on letters. When the business men of the country presented a petition for a reduction of letter postage to one cent, the P. M. General said, it could not be done, because the government could not afford it. So you see that every one who writes a letter helps to overcome the shortage occasioned by the rates on second class matter. Shall we extend this losing rate to other classes? Who will be benefitted by it? There are certain houses who rely for their success in business on their ability to get their catalogue in the hands of as many people as possible. At present it costs thirty-two cents to send out a four pound catalogue. Under the proposed measure it would cost 11 cents.

AT PRESENT THE CATALOGUE BEARS THE BURDEN OF TRANSPORTATION.

Under the proposed bill the government would have a very large share of the expense of transportation to pay. Why should this be asked of the government?

One of the peculiar conditions that has arisen under the handling of second class matter is referred to in the last available report of the P. M. General.

A certain publication sent through the mails costs the government for each issue $11,184 for transportation, and for handling an additional $4,473, making a total of $15,657. For this the government receives in postage $2,236, leaving a balance of loss to the government of $13,429. There is 112 tons sent out at each issue. It costs the publishers $4,473

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for the paper and an additional $2,864 for the expenses of getting out the publication making a total of $7,337. So you see the government pays out $6,083 more than the publisher to get the publication in the hands of the reader. And the most astonishing fact in connection with this remarkable transaction is that in the opinion of the P. O. Department there is not one genuine subscriber for any of the 112 tons. For the advertisements in each issue of this publication the publishers get $53,780. It is to the interest of every legitimate publisher to join hands in building up a sentiment against any such misuse of the postal facilities. Especially when the fact is developed that this publication is not devoted to the spread of information of a public character, takes no interest in literature, the sciences, arts or any special subject. It is just advertisements. If this was the only case it would not have the force that it does but it is one of a very large number. And if it does not serve to warn us the time will come when an angry public will arise in its wrath and strike indiscriminately at the special rate that is now so much preverted illegitimate publications.

The English Parcels Post Bill is held up as a shining example of what we should do in this country. But the example fails utterly when we remember that the average haul of parcels and letters in England is forty miles while here it is 442 miles.

The railways of England and Wales are 21,885 miles long and they carry annually 1,142,000,000 passengers. The railways of the United States are 200,000 miles long and they carry annually 600,000,000 passengers. The mail routes of England are 4,000 miles. The mail routes of the United States are 507,774 miles. The price in England is two cents for the first pound and one cent for each additional pound up to the limit of twelve pounds. If it cost one cent to carry a pound in England forty miles can you with any degree of reason say that two cents is enough to carry a parcel in this country four hundred and forty-two miles.

The reference to the English parcels post is unfortunate for the reason that its continuance has resulted in

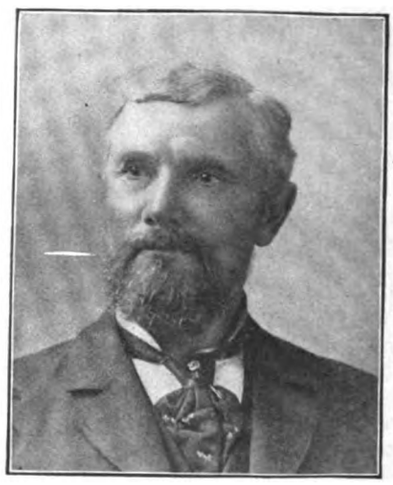
A BREAKING DOWN OF THE TRANSPORTATION FACILITIES OF THE COUNTRY.

Harper's Weekly in one of the Sept. numbers in an editorial calls attention to the experience of an American who was staying for a short time near London. He wanted to send his trunk to Southampton. The parcels post limit was twelve pounds. So that he must needs send his trunk with a man to London and buy a ticket to Southampton before he could get it checked. When a business depends on its ability to wreck others, and cannot succeed until it has torn some other business down. It has very few redeeming qualities.

In the prospectus of the Post Parch League we read that "barrels of flour and sacks of grain can be carried to better advantage to the public, under the post office and at low uniform rates." The league seems to base its argument on the proposition that if the government can carry second class matter for one cent per pound, why can it not carry merchandise at a two cent rate. Perhaps it could but when the fact that the government is losing six cents on every pound of second class matter is remembered it would seem very unbusiness like for the government to experiment any further in that direction. The attempt on the part of the government to do in connection with private corporations has always been a failure. Do you need confirmation of this statement? Go to the government printing office, the navy yards and other distinctly public works from municipal to national and you will find all the evidence you will need. Governments are organized for the protection of the people and for the purpose of entering into the competition with their subjects. The Postal League says that

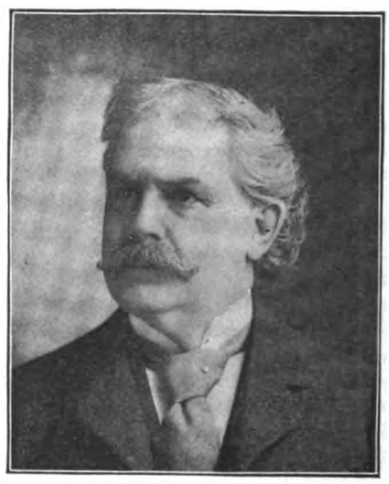
THIS COUNTRY HAS THE BEST MACHINERY FOR TRANSPORTATION IN THE WORLD.

We are ready to admit that but it did not come from any work on the part of the government. Private enterprise and push and vim, brought it about, and the government has taken advantage of these facilities to carry forward as complete a system of postal service, considering the distances covered, as there is on the face of the globe. And yet there are some who want some kind of a change. They want the government to go into partnership with them and pay the freight. We protest against any action of this kind because there is no call for it by the people. It will only be through misleading statements that the people will ever be lead to call for it. The ones who will be largely benefitted by the enactment of the proposed bill into a law are those who are seeking a break down to the jobber and retailer for their avowed intention is to "cut out the middle man." To this end they are seeking to enlist the press by promises of large amount of advertising and the advertising syndicate with



C. B. Lockwood.

larger fees. The bill is not fair to the business interests of the country. The large amounts now invested in transportation facilities for the prompt distribution of merchandise all over the country would be seriously jeopardized without any compensatory equivalence. It is unjust to the general public because it adds to the taxes and increases the number of government employees. Surely no one will contend that merchandise can be carried at the rates named in



E. W. Morley,
OF THE PRESS COMMITTEE.

the bill all over the country. It is unbusiness like to demand that goods shall be carried from Portland, Maine, to Portland, Oregon, for the same rate as they could be carried from Boston to New York. It is selfish because it aims to array the government against the man of small means and discourage him from going into business for himself. It is dangerous.

THE AIM OF SUCH LEGISLATION IS TO GET GOVERNMENTAL AID

to help build up mammoth business interests in the large cities at the expense of the smaller towns and villages. It means that the retailer and his clerks will be looking for

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some other way to get a living, and the jobber and his traveling men will be looking in vain for his customers. There is no country so sure of peace and plenty as the one that is filled with small towns and cities. Large cities are a menace. It is special legislation and doubly dangerous, because it is in the interests of the few as compared with the interests of the many. It is socialistic in its tendencies, because it will help to educate the people to believe that the government is on the side of the rich. This bill if passed will put immense fortunes in the hands of a few and bring ruin to many who now live contented in their small way and are useful and respected citizens. Outside of all personal interests I view the proposed legislation with fear and apprehension. I believe it tends towards teaching the people that they have a right to look to the government for support. It tends to undermine the independence of the people and helps them to feel that it is the duty of the government to help them get a living. It opens the way to very great corruption when a saving of $500 can be made by two houses by the passage of this bill in shipping catalogues. The commercial spirit of the age and the opportunities afforded, the eagerness to get rich quick and a public sentiment that bows to wealth, without asking any questions as to how it was attained makes the temptation opened by this bill if passed, too great for the ordinary man to resist. It means that old fashioned honesty and independence must take a back seat. We are opposed to the bill because it is an effort on the part of the catalogue and mail order houses to get the government to pay the expense of their traveling men. The retail trade of this country does not want any legislation in their favor. Neither do they want any legislation favoring any other class. This is a fair fight and no favor.

On motion by Mr. McKee it was ordered that the secretary send a copy of the address of Mr. Bogardus to each congressman and senator of the United States, to the officers of the various Hardware Associations and to the trade papers.

President Kirk: The last feature of our morning session you will notice is called a collocution. One of the unfortunate victims selected for the function calls it the "electrocution." Now we wish to change the order of proceedure a little and we will call on Mr. J. C. Birge of the St. Louis Shovel Co., of St. Louis, as the first speaker. You will notice that the subject that has been selected is that of the "Jobbers' Association as viewed from an outside standpoint."

Mr. Birge addressed the convention as follows:

J. C. BIRGE'S ADDRESS.

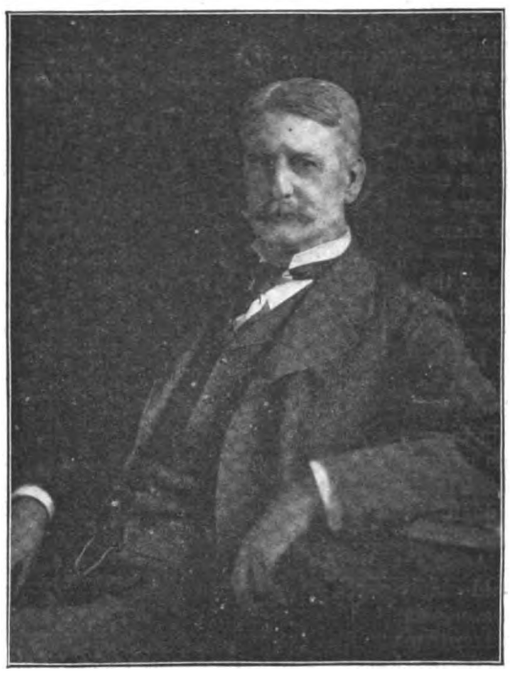
Mr. President, ladies and gentlemen:

Sailing out from Santiago Harbor one morning after the Spanish war, a military officer, pointing to an old Cuban who stood on the bridge with the captain, said to me: "That is the pilot who was compelled to stand beside Cervera on his flagship when that Spanish admiral made his fatal attempt to escape from the same harbor. On reaching the opening, looking seaward there suddenly came upon the pilot's view the great Oregon, the Texas, the Iowa and other battleships awaiting the enemy with their guns levelled upon the harbor, whereupon the pilot swiftly stepped to the ship's side and leaped overboard, preferring to trust his life to the treacherous sea which he knew so well rather than face the fiery storm of shot and shell which he knew was soon to come. The result proved the pilot's wisdom. I have been ordered by one of your officers, whose imperial commands are given with evidence of high authority, to appear before this body as an outsider and tell you to your faces what I think of you. Stepping on the platform in an effort to perform my assigned duty I find myself confronted, as I believed I would be, by an array of

VETERAN WARRIORS OF TRADE AND COMMERCE,

whose victories in the battles of life are well known. At my right I see Minnesota. There is Oregon and New York, Massachusetts and California, and many others. You are too old in the arts of rhetoric to desire an eulogy; in fact you invite the worst. Should I or my friends assume to give criticism or impart advice then you might well reply to us as did Job to Zophar, the Naamathite, and his friends, when in reply to their advice he said to them: "Ye believe that ye are the people and that wisdom shall die with you." Nevertheless, we will briefly survey you as individuals and as an association report as we proceed and then jump overboard.

We are convinced that each of you has at his command or in his warehouse enough guns and ammunition, pistols and knives to equip a pirate ship or to stock an arsenal. Nearly every outlaw and train robber in the land, either directly or indirectly receives these death-dealing supplies from your stock. Having thus equipped them you then seek to furnish the hand-cuffs with which to bind them, the nails to fasten their coffins, and finally the shovels to cover them. As if to



JULIUS C. BIRGE.

follow their requirements even further I am informed that some of you are advertising refrigerators. You get them "a comin' and a goin'."

But there are bright faces and women by the side of you which indicate that you are in the soft light of a better influence.

Among your number I see men who are known to have been active in works of charity and in deeds of patriotism, and who are laboring for the social, moral and material elevation of the communities in which they live.

With some knowledge of the history of your trade for many years, it appears that from among the thousands who in the past have embarked upon a career similar to your own, entering the hurlyburly of life, passing through the ups and downs of business, the crash of financial storms and the withering blight of trade depression, many falling by the way-side, you with a few others whom you call eligibles have passed the ordeal and remain to be

PLACED ON THE ROLL OF HONOR AMONG THE SUCCESSFUL HARDWARE MERCHANTS

of America. I say American merchants—Tyre sent her traders to northern Africa. Venitian merchants skirted the Mediterranean and far beyond. In late years European merchants have with much success struggled for the markets of the world, but it is doubtless safe to assert that not in all time or in any country than our own has there been a single merchant who has controlled a volume of business of your branch of trade equal to that which is controlled by some merchants now in this room, and the greatest Hardware market in the world is the United States of America.

I recognize your brothers from Our Lady of the Snows whom you have cordially welcomed. Only by a matter of chance 100 years ago through the uncertain fortunes of war we might have been they, or they might have been we. Either result would have been serious, for we are chiefly one blood, having the same spirit of liberty and enterprise.

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Having considered the factors which enter into your organization we glance at your association. Your chief work is doubtless in secret—in those mysterious executive sessions shut off from the world. This we cannot analyze. If at any meeting you settle one misunderstanding between two members and correct one error your organization is securing a benefit.

LIFE IS NOT FOR BUSINESS, BUT BUSINESS IS FOR LIFE.

Therefore, if during this convention, having escaped the battle and rush of your store you will unbend the bow for a day and look out upon that ever changing ocean with its suggestions of infinity, and on to-morrow evening you will sit with your friends in the social occassion prepared for us and remain until the delicate blue smoke rises above you—an emblem of peace—it will pay you. It is much to be a brother merchant, but more to be his friend. Therefore, if through your organization you can remove any cause of friction and make a friend of a competitor, it pays.

If you, by exchange of views can learn the best methods of business and keep abreast of advanced ideas, it pays.

You have problems to solve and we manufacturers have some of them with you.

IT IS NOT THE CLOSE BUYERS THAT THE MANUFACTURER FEARS so much as the merchant who is a reckless seller. You have the same fear. The reckless seller is like the mule in the dairy room; it kicks over the cans of milk in which he cannot put his feet and starves to make others suffer. If you can induce one mule to put some of the milk in his stomach instead of putting his feet in the cans it would pay.

You have struggles with problems arising from the distribution of goods through avenues which to many seem unnatural. The freight department of the postal service may be an advantage to catalogue houses. I think it can be shown to be a disadvantage to farmers, retailers and jobbers. A fair investigation of this matter would pay.

I would gladly speak of your relations with the manufacturers' associations which have been pleasant, and I trust mutually advantageous. They would not likely be pleasant were you and they to become competitors in your legitimate field. Your secretary who has to my knowledge often met bodies of manufacturers has represented your interests with courtesy and ability.

You know it is written that at the building of King Solomon's temple there was heard neither the sound of axe, hammer or any tool of iron—how the Hardware trade must have languished in Jerusalem.

In time we all will be in a country where those sounds will not be heard,

WHERE HARDWARE MAY NOT BE USED

and where associations never break up.

There from the standpoint of a true outsider we may conclude that all influences and organizations, which while advancing material prosperity and adding to knowledge have also made for peace and good-fellowship, are of value.

If they have helped to pull men out of the narrow rut of their individual lives and lead them to honor, respect and cooperate with their fellowmen they have been of value.

All these conditions and many more I believe are clearly within the scope of your association.

President Kirk then introduced Mr. Charles F. Smith of Landers, Frary & Clark, New Britain, Conn., who spoke as follows:

JOBBERS' ASSOCIATION AS VIEWED FROM AN OUTSIDE STANDPOINT.

By Charles F. Smith.

You ask me to speak of the National Jobbers' Association as it looks to an outsider. I confess I find it difficult to speak from that standpoint.

THE MOST POWERFUL OF ALL THE TRADES OF MAN.

There rises in my mind a picture of this great Hardware trade in which we are all engaged. It is a trade the most ancient as it is the most powerful of all the trades of man. In this industrial age and in this the greatest of all industrial nations it stands supreme. Whether we look at the thousand articles man uses in his home, his buildings, his bridges, his railroads and vehicles that carry him by land, the palaces in which he crosses the sea, and the armadas with which he protects his coasts, the instruments of his agriculture, the weapons of his battles, or the monuments he raises to his own adornment and glory, there you shall find everywhere mightily embodied the work of the artificers of iron, of bronze and of steel.

In the background of this picture we see far off the myriads of miners digging out of the earth here and beyond the sea, the materials of this great trade; then nearer, the hosts of men engaged in the manufacture of its cruder forms. We have a dim but vast vision of the numbers employed in the tributary trades, and more clearly, because near at hand, we see both that great industrial army which turns these cruder forms into finished products, and those great mercantile organizations which distribute those products to the consumers.

THAT MUTUAL RELATIONSHIP AND DEPENDENCE UPON ONE ANOTHER.

Looking upon this picture and thinking alike of the splendid achievments and vast numbers of the men who with their wives and children depend for their living upon this great trade, we shall find it not only a majestic but a moving spectacle, one that touches the chords of human sympathy so that we feel a common pride, a common interest, and a sense of that mutual relationship and dependence upon one another, which all unseen yet surely does unite every man in the Hardware trade, from the laborer in the mine to the merchant in his warehouse.

Holding these sentiments, you must see how difficult it is for me to consider myself as an outsider, or speak to you fittingly from that standpoint. The more I consider the matter, the more strongly am I impressed with the intimacy of the relations that exist between the makers and the distributors of Hardware. We are parts of one great machine and neither can be affected but that the other feels it. When the goods move freely out of your warehouses, then the wheels of our factories will be found turning busily. When your salesmen find orders difficult to get in Oregon, Texas and Maine, then the fires go out in the mills of Pittsburg, the wheels stop turning in the factories of New England, and the struggle for existence grows harder in the countless homes of the workers. All these are truisms you may say. So indeed they are, but it is well at times to consider the truisms. It would have been better for the country at large if in these last few years more thought had been given to the truisms and less to the "isms" that are not true. And be they truisms or not, I am sure I speak the thought of all Hardware manufacturers when I say that your failures are our failures; that your successes are our successes, and that we are so intimately connected in this great and complex business that in no true sense can we be considered as outsiders. At any rate, holding such sentiments you will hardly expect from me any hostile criticism of your Association.

IT IS ALWAYS EASY TO CRITICISE.

It is always easy to criticise. For one man who tries to do something, there are always a dozen others who could tell him how to do it better, but who somehow never do much better themselves. You, I think, know better than we do how far you have failed to realize your own expectations, just as we manufacturers realize our own shortcomings. It is, perhaps, more fitting, and at any rate a more pleasant duty that we as manufacturers should bring to your councils instead of criticism, whatever we can of aid, of comfort, of appreciation, and good cheer. We realize the difficulty of the task you have undertaken. We know from our own experience how difficult it is for even half a dozen rival manufacturers to legislate wisely, fairly and successfully for the governing of their own particular branch of industry. You have a much more difficult task. It is continental in size for your organization covers a continent in its membership. Never, so far as I have read, has an attempt been made in any country, or in any business, to establish methods for conducting for the mutual advantage of its members, an organization covering so vast a field, with a membership so numerous, with interests so diverse, dealing in such a varied line of goods, or doing so great a volume of business. Your task, I repeat, is continental in size. Is it any wonder then that you move slowly? It is a greater wonder that you have been able to move at all. That you have been able to hold your organization together all these years

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is itself an achievement to be proud of, and moving along the broad lines which the conditions of your organization make necessary, you have certainly made progress that you and we are conscious of. I confess that I have not always taken this view, but I am sure that no manufacturer who considers fairly the size of your task and its difficulty can help feeling respect, sympathy, and admiration for the effort you are making to carry on your work.

DEVELOPING A MUTUAL TOLERATION, SYMPATHY AND CO-OPERATION.

It is not my purpose to speak of what you have accomplished within your organization for the betterment of the



O. B. BARKER,
OF FRATERNAL RELATIONS COMMITTEE.

Jobbers of Hardware. What you have done you know better than we. I wish it were more. I hope it may be, for as I have said before, your success is ours. Let me give you this thought when you get despondent, if you ever do, because you have not been able to accomplish more, it is but fair to consider what would be the conditions in the Hardware Jobbing trade if your organization did not exist. Contrasting that condition with what you now enjoy, you will find, I am sure, reason enough in that alone to congratulate yourselves. For I hold that no body of men can get together year after year as you have done, working away together at the problems surrounding your business, without developing a mutual toleration, sympathy and co-operation which by some fine alchemy which I will not attempt to explain, but which is to the credit of our poor human nature, is actually transmitted into dollars and cents on the right side of your balance sheets.

With this brief reference to what you have done for yourselves, I pass to the consideration of what you have done for us, the manufacturers. You have made us welcome at your conventions. You have enabled us to meet in two or three days time your members gathered from all over the country. Some of you under ordinary circumstances we never should have met, certainly not all without months of time spent in traveling. The heads of the Jobbing Houses have met the heads of the Manufacturing Establishments, and the work of your buyers and our salesmen has been supplemented and made more effective by this acquaintance.

A FEELING OF FRIENDLINESS THAT DID NOT EXIST BEFORE.

Sometimes we know that our presence must have been inconvenient to you, but your courtesy has never made us conscious of the fact. And out of these acquaintances there has grown a feeling of friendliness that did not exist before —a mutual understanding of each other's difficulties that could have been reached no other way. That mutual understanding and friendly feeling has been of great advantage to us. It has, I know, been of some advantage to you also. If you really for the moment want to consider us as outsiders and want our opinion of your organization we are all ready to say that if you have done nothing else your organization has a right to be called a success for that friendly feeling that it has infused into the relations between the Jobber and the Manufacturer.

I referred a moment ago to that alchemy which transmitted into gold the influence that arises from your association together as jobbers. I believe that in a similar way the influences that arise from the association at your conventions of manufacturers and jobbers are working for the substantial benefit of both parties. To disbelieve that is to doubt that the world is growing better or that men and associations do in the long run make some advance along the line of their finer feelings and more generous ideas.

I perceive a more frank appreciation by jobbers and manufacturers of the difficulties of each other's position. I notice a greater readiness on the part of the jobber to co-operate with the manufacturer—a livelier interest on the part of the manufacturer that the jobber shall make a profit on his goods, an interest so lively at times that it takes the form of gentle coércion and forces the jobber to make money in spite of himself. Now if I am right in thinking I see these tendencies, and I think I am, then by so much as you legislate to foster these tendencies, by so much will you hasten the process of getting the most substantial results out of these meetings.

A good deal of water has run under the bridges since your last convention, and many things have happened. Aladdin with his wonderful lamp and his hydraulic pump has disappeared.

THE WORLD OF BUSINESS IS DISENCHANTED.

We see things as they are, we know that the arithmetic of our boyhood was right after all, that 2 + 2 actually do make 4 and not 11 or 8, that one dollar in gold and 10 barrels of water mixed together do not make a fortune, but only just



IRBY BENNETT.

one dollar and such other value as the water has for drinking and household uses.

We know

THERE IS NO SWIFT ROAD TO WEALTH THAT IS SAFE,

that the Napoleons of finance usually march through ruin and desolation to moral or financial St. Helenas, and pondering these things we are going to be more contented to do business in the safe and conservative way that has given the Hardware trade such soundness and stability. But if the country has learned these things, it has lost something in the learning, and that loss both of money and of confidence may make it harder to do business for a while, and if it is for a while going to be harder to do business there is all the more reason for forbearance, patience and mutual co-operation and assistance between the jobber and manufacturer.

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The improvement of those relations has been one of the greatest results of your work. That you will continue to foster those relations we implicitly believe, and so we extend to you our congratulations on this the Ninth Convention of your National Association. We promise you our co-operation, and wish you long life and prosperity.

Wednesday Afternoon, Nov. 18.

The jobbers met in executive session Wednesday at 3 p. m. President Kirk was in the chair.

The reports of the Committee on Membership, Transportation, Press, Metal, Heavy Hardware, Entertainment and Grievances were listened to and the handling of ammunition was discussed at some length.

President Kirk appointed the following committee on nominations: C. A. Knapp, Sioux City, Ia.; John Freeman, Detroit; Chas. H. Turner, Albany, N. Y.; W. D. Krenson, Savannah, Ga.; J. G. Brown, Boston, Mass.; Geo. A. Braun, Toledo, O.; H. J. Lee, Omaha, Neb.

At 5 p. m. the convention adjourned.

After adjournment a meeting of the dealers interested in the sale of metals took place. The manufacture and sale of tin was discussed at some length. The meeting of those interested in heavy Hardware was postponed to a later date.

During the afternoon the lady visitors were entertained on Young's Pier by Ringgold's Band.

Smoker.

On Wednesday evening the conventioners assembled in the Rudolph "Grotto" as guests at a smoker given by the Hotel. Refreshments both solid and liquid were supplied in generous quantities and souvenir pipes were given to those present. Music was furnished by Ringgold's Band and a very good vaudeville entertainment kept the visitors merry until a late hour. The program included a musical specialty, juggling, monologues, impersonations, cake walk and ventriloquist. The performers were not by any means amateur and the Philadelphia Hardware Merchants and Manufacturers' Association, by whom this part of the program was furnished, deserve the thanks of both Associations.

Thursday Morning Session.

This session was devoted to the discussion of the relation of the jobber to the manufacturer.

A portion of the report of the executive committee was read and discussed and at 12:45 the convention took a recess until 3 P. M.

At the close of the meeting the members of the association interested in the sale of heavy Hardware met and discussed the condition of their business. The matter of selling horseshoe nails was discussed at length and resolutions adopted for the regulation of the trade.

Thursday Evening.

The conventioners assembled after dinner in the Rudolph Grotto, where they were entertained by the Ringgold Band, of Reading, Pa. At 10.30 all who wished participated in a dance in one of the parlors, where their feet kept time to the music until a late hour. The presence of an unusually large number of ladies made this feature of the program an enjoyable one.

Friday Morning Session.

The jobbers were called to order at 10 A. M. Uncompleted business of the previous day's executive session was taken up.

The report of the Executive Committee was considered and the recommendations contained therein and the question was discussed at length as to the best plan for estimating the cost of goods and securing a reasonable profit, and the regulation of prices made by salesmen.

The president appointed the following committee on resolutions:

W. D. Taylor, Cleveland, O.; H. L. Doten, Boston, and J. L. Boucher, Rochester, New York.

Friday Afternoon Session.

At 3 P. M. the jobbers' association continued the executive session of the forenoon.

Important matters were considered relating to the question of prices on various commodities in the Hardware line and the relations of the jobbers to the manufacturers.

The report of the treasurer was read, showing the finances of the association to be in a flourishing condition.

The place of holding the next annual meeting was next taken up. Invitations were read from various cities, particulraly from St. Louis, offering accommodations. The general sentiment of the members seemed to be that Atlantic City offered the most attractions, especially in point of ample hotel room, which heretofore had been the greatest drawback, and it therefore was unanimously selected as the place of next meeting.

The report of the committee on nominations was called for. The committee reported the following:

For president, Samuel A. Bigelow, of Boston.

For first vice-president, Hon. John C. Koch, Milwaukee, Wis.

For second vice-president, Brace Hayden, of San Francisco.

For members of the Executive Committee to serve three years to fill vacancies—Capt. Frederic Barker, Elmira, N.Y., in place of Mr. Bigelow, and J. D. Moore, Birmingham, Ala., (re-elected).

On motion the report of the committee was adopted and the secretary was requested to cast the vote of the association for the members nominated. They were declared elected.

After the election of officers the doors were thrown open and all manufacturers, ladies and visitors were invited to attend the closing exercises.

The retiring officers made short addresses. A prosperous future was predicted for the association. The ladies were complimented for their numerous attendance.

The following resolutions were adopted:

Resolved, That the thanks of this Association be and are hereby tendered to those who have in various ways added to the pleasure of this, the most satisfactory and most largely attended convention this association has ever held.

The ladies have added much to our enjoyment and have very kindly permitted their husbands to give strict attention to our business sessions. For this they are to be highly commended.

We also desire to tender our thanks to the Rev. John R. Davies, pastor of the Bethlehem Presbyterian Church, of Philadelphia, who opened our exercises with prayer.

Our thanks are also tendered to Charles H. Meyers, proprietor and owner of Hotel Rudolf, who has exhausted every effort to cater to our physical comfort during the days of our convention. At no convention of this association have we ever been more satisfactorily entertained.

We also desire to acknowledge the courteous treatment of the manager of the Hotel Rudolf, Mr. Wm. E. Cochrane, and also the head room clerk of the hotel, Mr. M. L. Ott, as well as all other attaches of the house.

Our thanks are also tendered to Mr. J. H. Van Newkirk, who has efficiently acted as journal secretary of the convention. We also desire to extend our thanks to Thomas A. Fernley, the railroad secretary of the convention, and to Col. Bob. Dudley, Jr., and Geo. A. Fernley, who have acted as pages of the convention.

On motion the convention adjourned *sine die*.

At the close of the convention the visitors, ladies and members filed by the table of the presiding officers and were presented to the retiring officers and ex-presidents by Secretary-Treasurer T. James Fernley.

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At roll call, Wednesday, the following jobbers and representatives reported present:

ALABAMA.

J. D. Moore; Moore & Handley Hardware Company, Birmingham.

CALIFORNIA.

Brace Hayden, C. W. Gause; Dunham, Carrigan & Hayden Company, San Francisco.

CONNECTICUT.

Col. R. S. Woodruff; C. S. Mersick & Company, New Haven.

GEORGIA.

George E. King; King Hardware Company, Atlanta. A. B. Palmer; Palmer Hardware Company, Savannah. W. D. Krenson.

ILLINOIS.

Geo. W. Trout; Trout Hardware Company, Chicago. Chas. D. Clark; Clark, Quien & Morse, Peoria. Rudolph Tenk; Tenk Hardware Company, Quincy. C. M. Hurst, Morehouse & Wells Company, Decatur.

INDIANA.

C. Van Camp; Van Camp Hardware and Iron Company, Indianapolis.

IOWA.

C. A. Knapp; Knapp & Spencer Company, Sioux City. E. D. Adams; Drake Hardware Company, Burlington. F. E. Cutler; Cutler Hardware Company, Waterloo.

KANSAS.

J. G. Bauer; W. A. L. Thompson Hardware Company, Topeka. F. W. Martin; Hockaday Hardware Company, Wichita. W. H. Harwi; A. J. Harwi Hardware Company, Atchison. J. B. Silliman; Blish, Mise & Silliman Hardware Company, Atchison.

KENTUCKY.

Henry Terstegge; Stratton & Terstegge, Louisville.

MAINE.

William Chamberlain; The Emery-Waterhouse Company, Portland, Me. F. Walker; Edwards & Walker Company, Portland, Me. C. F. Bragg; N. H. Bragg & Sons, Bangor.

MASSACHUSETTS.

Samuel A. Bigelow; Bigelow & Dowee Company, Boston. Albert M. Wiley; Frye, Phipps & Company, Boston. John H. Robbins, Austin H. Decatur; Baldwin, Robbins & Company, Boston. John G. Brown, Brown-Wales Company, Boston. Peter E. Strauss; Fitz, Dana & Company, Boston. Geo. W. Herrick; Holden & Herrick, Boston. Harry L. Doten; Austin & Doten, Boston. Arthur C. Harvey; The Arthur C. Harvey Company, Boston. H. W. Waite; Waite, Ranlet & Company. George F. Blake, Jr., & Company, Worcester. Charles C. Lewis; Chas. C. Lewis & Company, Springfield.

MICHIGAN.

J. G. Standart; Standart Brothers, Limited, Detroit. John Freeman; Freeman, Delamater & Company, Detroit. Buhl Sons & Company, Detroit. Edward W. Morley; Morley Brothers, Saginaw. C. C. Philbrick; Foster, Stevens & Company, Grand Rapids.

MINNESOTA.

Major T. G. Walther; Hackett, Walther, Gates Hardware Company, St. Paul. R. A. Kirk, F. W. Hurty, Frank B. Platt; Farwell, Ozmun, Kirk & Co., St. Paul.

MISSOURI.

J. A. Warner; Wyeth Hardware and Manufacturing Company, St. Joseph.

MONTANA.

D. P. Patenaude; A. M. Holter Hardware Company, Helena. N. S. Little; Missoula Mercantile Company, Missoula

NEBRASKA.

H. J. Lee, J. G. M. Anderson; Lee-Glass-Andreasen Hardware Company, Omaha.

NEW HAMPSHIRE.

C. A. Adams; John B. Varick Company, Manchester.

NEW YORK.

Charles H. Turner; Albany Hardware and Iron Company, Albany. Hobart Weed, L. C. Davenport; Weed & Company, Buffalo. Sidney Shepard & Company, Buffalo. Capt. Frederic Barker. Irving D. Booth; Irving D. Booth, Elmira. B. A. Hawley, J. H. Van Newkirk, T. J. Usher, Edw. Meyer, J. D. Russel; Russell & Erwin Manufacturing, New York City. Alfred D. Clinch; Underhill, Clinch & Company, New York City. Sargent & Company, New York City. J. W. Black; Burhans & Black Company, Syracuse. Gen. C. Whitney Tillinghast. J. H. Underwood, Fred. Hinds; Babcock, Hinds & Underwood, Binghamton.

NORTH CAROLINA.

Charles H. Ireland; Odell Hardware Company, Greensboro.

OHIO.

H. H. Bishop; The McIntosh Hardware Corporation, Cleveland. W. D. Taylor; The George Worthington Company, Cleveland. E. H. Leutkemeyer; H. W. Leutkemeyer & Sons, Cleveland. Felix Bahlmann; The Krause & Bahlmann Hardware Company, Cincinnati. Thomas F. Smith; The Smith Brothers Hardware Company, Columbus. George A. Braun; Bostwick, Braun & Co., Toledo.

PENNSYLVANIA.

William W. Supplee, E. S. Fogg, N. F. Cressman, Frank W. Huff, Nelson Perine, Chas. A. Huff, Walter W. Watt, James D. Green, James S. Bonbright; Supplee Hardware Company, Philadelphia. John R. Griffith, Paul A. Griffith; Shields & Brother, Philadelphia. Chas. M. Biddle, James H. Ritter, Chas. M. Biddle, Jr., Robt. Biddle, 2d, Edward Knight, C .C. Read; Biddle Hardware Company, Philadelphia. H. F. Charley; Newlin-Knight Hardware Company, Philadelphia. William C. Peters; James M. Vance & Company, Philadelphia. John R. Seltzer, S. Spencer Scott, R. J. Maharg, Thomas Nelson; Seltzer-Klahr Hardware Company, Philadelphia. Clarke Merchant, J. A. McKee; Merchant & Company, Philadelphia. J. P. Balderston; W. F. Potts, Sons & Co., Philadelphia. William T. Gummey; Gummey, McFarland & Company, Philadelphia. Z. T. Hall; Hall & Carpenter, Philadelphia. T. James Fernley, Thomas A. Fernley; T. James Fernley, Philadelphia. John Bindley, E. J. Lloyd; Bindley Hardware Company, Pittsburg. P. L. Logan, Robt. M. Repp; Logan-Gregg Hardware Company, Pittsburg. A. J. Bihler, J. O. Fitzsimmons; James C. Lindsay Hardware Company, Pittsburg.

RHODE ISLAND.

J. H. Congdon, H. E. Nickerson; Congdon & Carpenter Company, Providence.

TENNESSEE.

Bruce Keener; C. M. McClung & Company, Knoxville. W. G. Thomas; Thomas, Barnes & Miller, Memphis. Col. Robert Dudley, Col. Bob Dudley, Jr.; Gray & Dudley Hardware Company, Nashville. J. H. Fall, J. H. Fall, Jr.; J. H. Fall & Company, Nashville.

VIRGINIA.

John Donnan; The W. S. Donnan Hardware Company, Richmond.

WEST VIRGINIA.

W. P. Heiskell; Ott-Heiskell Hardware Company, Wheeling, W. Va.

WISCONSIN.

Hon. John C. Koch; John Pritzlaff Hardware Company, Milwaukee. John C. Kroner; Frederick Kroner Hardware Company, La Crosse. L. Gotfredson; Gotfredson Brothers Hardware Company, Green Bay.

On Thursday the following letter was read before the Jobbers:

T. J. Fernley, Esq., Secretary-Treasurer of National Jobbers' Hardware Association

In order that our relation with the Post Parcel subject may be clearly defined, we desire to state that at a meeting of the Manufacturers' Association yesterday announcement was made that our company had contributed and was in accord with the movement to secure legislation that would reduce the cost of distributing product. Since this contribution was made our views on this subject have changed very materially and we appreciate the fact that the passage of such a bill would be a very serious embarrassment to our friends the Hardware dealers of the country.

We would be pleased to have you announce at an early meeting of your association that we will use all legitimate means in our power to secure the defeat of this movement. We are in hearty accord with the sentiments expressed by the President of the Jobbers' and Retail Association and have reason to believe that the project will not receive favorable consideration in Washington. We remain,

Yours Very Truly,
P. & F. CORBIN,
C. H. PARSONS, 2d Vice-President.

WHAT SUCCESS MEANS IN AMERICA.

An article in *Everybody's Magazine* for November on "Successful American Men Who Are Not Rich" contains the following observations that many of our foreign readers will read with interest:

"'Brains may be more important than money, but nowadays the best way to convince the world that you have brains is to make money.'

"This remark was made within a year, not by the head of a trust, but by a distinguished and scholarly lawyer, prominent in national affairs, before a class of law students. It was a neat way of putting an almost unanimous conviction; it has only to be stated for nearly every one to give it a smug approval. Thirty years ago the country at large didn't know the names of many of New York's rich men, or Boston's, or Chicago's. But to-day almost every reader of the daily press could name, without stopping to coach himself, from twenty to forty of the very rich men of the United States.

"These are heroes of success. When magazines give accounts of successful men, it is the heroes who have subdued competitors in the acquirement of vast financial power. The successful men pointed out for to-morrow are the virile handlers of business.

"All this is because we, the people, now believe in our hearts and confess with our mouths, that the getting of wealth is the most fascinating operation in the world, and that the getters of wealth are the most interesting personages in the world, and that their success is almost the only success that is imperative. We have fallen under a universal witchcraft."

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AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

FIFTH CONVENTION.

OFFICERS AND COMMITTEES.

Following are the officers and the members of the different committees of the American Hardware Manufacturers' Association:

PRESIDENT.

Fayette R. Plumb, Fayette R. Plumb (Incorporated), Philadelphia, Pa.

VICE-PRESIDENTS.

F. S. Kretsinger, Iowa Farming Tool Company, Fort Madison, Iowa.
J. C. Birge, St. Louis Shovel Company, St. Louis, Mo.
George W. Corbin, Corbin Cabinet Lock Company, New Britain, Conn.

SECRETARY-TREASURER.

F. D. Mitchell, 482 Bourse Building, Philadelphia, Pa.

EXECUTIVE COMMITTEE.

C. W. Asbury, chairman, Enterprise Mfg. Company, Philadelphia, Pa.
Robert Garland, Garland Nut & Rivet Company, Pittsburgh, Pa.
N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.
Frank L. Clark, Alabama Tube & Iron Company, Birmingham, Ala.
Henry B. Lupton, Oliver Iron & Steel Company, Allegheny, Pa.
W. S. McKinney, McKinney Mfg. Company, Allegheny, Pa.
H. C. Holt, the Lamson & Sessions Company, Cleveland, Ohio.
Geo. M. Landers, Landers, Frary & Clark, New Britain, Conn.

MEMBERSHIP COMMITTEE.

William H. Hays, chairman, Iron City Tool Works, Pittsburgh, Pa.
Geo. P. Hart, the Stanley Works, New Britain, Conn.
Edward Ingalls, the Atha Tool Company, Newark, N. J.
D. W. Simpson, Wilcox Mfg. Company, Aurora, Ill.
E. G. Buckwell, Cleveland Twist Drill Company, Cleveland, Ohio.
Gifford V. Lewis, Old Dominion Iron & Nail Works Company, Richmond, Va.
Tom Almgill, G. & H. Barnett Company, Philadelphia, Pa.
Edward Kemp, Wabash Screen Door Company, Chicago, Ill.
George H. Bishop, George H. Bishop & Co., Lawrenceburg, Ind.

GRIEVANCE COMMITTEE.

Oliver Williams, chairman, Bryden Horse Shoe Company, Catasauqua, Pa.
Alfred W. Barnett, G. & H. Barnett Company, Philadelphia, Pa.
W. T. Norton, Norton Tool Company, West Park, Ohio.
George H. Harper, Clendenin Brothers, Baltimore, Md.
P. B. Noyes, Oneida Community, Limited, Kenwood, N. Y.

RECEPTION COMMITTEE.

Henry B. Lupton, chairman, Oliver Iron & Steel Company Pittsburgh, Pa.
T. B. Coles, American Steel & Wire Company, New York City.
Tom Almgill, G. & H. Barnett Company, Philadelphia, Pa.
Fred S. Merrick, Standard Horse Nail Company, New Brighton, Pa. Pa.
W. C. Reitz, Pittsburgh Steel Company, Pittsburgh, Pa.
F. W. Davis, Lake Erie Iron Company, Cleveland, Ohio.
Fred. I. Johnson, Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
George P. Hart, the Stanley Works, New Britain, Conn.
Edward Ingalls, the Atha Tool Company, Newark, N. J.
E. G. Buckwell, Cleveland Twist Drill Company, Cleveland, Ohio.
George A. Baird, Republic Iron & Steel Company, Chicago, Ill.
George M. Landers, Landers, Frary & Clark, New Britain, Conn.
Chalmers M. King, McKinney Mfg. Company, Allegheny, Pa.

Wednesday Afternoon Session.

The opening session of the Manufacturers' Association took place in the "Grotto" of the Hotel Rudolph Wednesday at 3 P. M, with the chair occupied by President Plumb, who opened the meeting with the following address:

ANNUAL ADDRESS.

By President Fayette R. Plumb.

Gentlemen:

I have the honor to bid you welcome to the fifth meeting and the second annual convention of the American Hardware Manufacturers' Association. Let me express the hope that your stay here will not only prove pleasant, but that the breezes wafted to us from the grand old ocean so close to our doors may bring balm and comfort to those of you who have become worn by the season's work and that for this reason all of you may feel fully paid for your journey here. Our committee, I feel sure, had not only this in mind when they selected this place for our meeting, but they also felt that you would have more time to devote to Association work and that you would, therefore, endeavor to make this the most interesting meeting of any yet presided over by your President.

While our Association is prosperous and

WE ALL FEEL PROUD OF OUR MEMBERSHIP

because of those associated with us, let me impress upon you the fact that you do not show the interest in its future that the management has the right to expect from you. You should not be contented until you have included in its membership every reputable Hardware manufacturer in the United States. In addition to this, we should show more in-



FAYETTE R. PLUMB,
PRESIDENT.

terest in the proceedings and endeavor, by concerted action, to prove that we are determined to win the approval and admiration of those who remain at home and make it easy for us to be here. There are so many abuses which might be overcome by earnest endeavor that I am surprised at the indifference shown.

At every meeting I have alluded to some of the most objectionable evils presented since we became an important factor in the trade and I think it proper to again bring them before you in order to freshen your memory in regard to the views expressed on the floor and the support extended at the time they were discussed. The chief of these evils are:

Cash Discounts.
Contracts.
Special Brands.
Contributions to Catalogues.
Guaranteeing Prices.
Packing Small Orders for Direct Shipment Without Extra Charge.
Deduction of Cash Discount from the Gross Instead of the Net Amount of the Invoice.

All these subjects are interesting because they have a direct bearing on our profits.

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While I believe

THE ABUSES ARISING FROM CASH DISCOUNTS AND CONTRACTS HAVE BEEN ELIMINATED

to a great extent, the evils arising from the manufacture of special brands are increasing rather than diminishing and while I don't think it is possible to wipe them out entirely I do believe that they can be greatly curtailed if we are determined to make a record in our efforts to correct these abuses. It strikes me that the proper way would be to charge more than for factory brands. If cost is to be considered, we certainly should be justified in such action.

Although a resolution was passed at a previous meeting expressing our disapproval in the contribution to customers' catalogues yet these abuses still continue. In fact, appeals for such assistance are increasing and have become so great that it is imperative that a resolution be submitted at this meeting re-affirming in strong terms our former position on this subject—and do not let our action stop here, but let us hope that every member will make a firm resolution in every instance by firmly standing by the decision of the Association. While I should not go so far as to refuse to furnish electrotypes to illustrate our goods, I believe I express the sentiment of the great majority of the Association when I say



F. D. MITCHELL,
SECRETARY-TREASURER.

WE SHOULD NOT BE EXPECTED TO PAY THE COST OF CATALOGUES

any more than to assume the other expenses of marketing our customers' wares.

The other subjects mentioned, namely, guaranteeing of prices, packing small orders for direct shipment, deduction of cash discount from the gross instead of the net amount of invoices have not as yet received proper consideration. We have, therefore, plenty of work mapped out for us and I sincerely hope our executive meetings will be well attended and that all will take part in the discussions. If you will do this, we can accomplish something that will redound to our credit as long as our Association lasts.

The proceedings at Saratoga were published in detail and are in possession of every member and I hope all of you have taken the time to read them, especially the addresses of the invited guests.

It is not only a duty I owe to this convention but a source of pride and pleasure to call your particular attention to the able remarks of Mr. Daniel Davenport concerning "Boycotts, and How They Can be Destroyed."

There is no man in the country who has done more practical work in this direction than Mr. Davenport. Through his influence, an association known as "The American Anti-Boycott Association" has been formed

TO FIGHT THIS UNLAWFUL AND TYRANNICAL EVIL

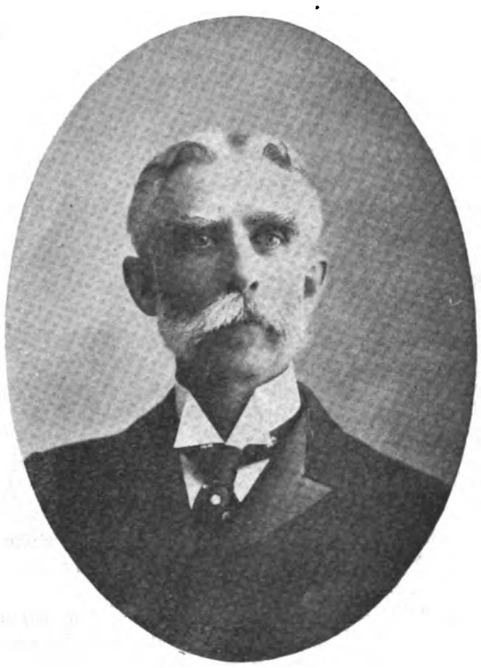
and it should have the unqualified support of all manufacturers in every line. The work already accomplished has been far beyond the hopes of the most sanguine members and has been of incalculable value to every law-abiding citizen in the United States. They have taken the ground that the boycott is a conspiracy created to deprive the manufacturer of the liberty bequeathed to him by those who founded our government and is in violation of our laws and in justification of this belief they have arrested and prosecuted the labor leaders who have attempted to enforce it. Those of you who have followed Mr. Davenport's work in Chicago during the strike last Summer know of what great assistance he was to the manufacturers in that city. Scores of leaders were arrested and imprisoned and public opinion was aroused to such an extent that the labor agitators were compelled to recall their action.

What we need are more leaders like Mr. Davenport, "Who have no axes to grind" and can battle for our rights without fear or favor; those who will arouse public sentiment in our behalf and stand for what is right and just.

THE GREAT MAJORITY OF OUR CITIZENS ARE IN FAVOR OF FAIR PLAY

and when they can be shown that we want nothing but justice they will flock to our support.

No manufacturer, I take it, objects to labor unions if conducted in a proper manner for the betterment of their members: but when they attempt to interfere with the right of an employer to discharge or employ whom he pleases they are performing an illegal act and there should be a way to punish them for it. Until this is accomplished labor troubles will constantly confront us and interfere greatly with our ambition to control the markets of the world.



F. S. KRETSINGER,
VICE-PRESIDENT.

It is inconceivable that labor should be so blind as to stand in its own light at a time when co-operation between employers and employees is not only essential to win our battles with other nations; but to preserve and promote trade at home. The conditions at the present time are so diametrically opposite that the continuance of

THE PRESENT PROSPERITY IS THREATENED UNLESS THE LABOR LEADERS ARE SHOWN THEIR FOLLY.

The recent conviction and imprisonment of one of the most notorious of their schemers has cleared the atmosphere somewhat and prevented another disastrous strikes among the iron workers.

The State of Alabama has shown that her citizens are true Americans and believe in fair play by recently passing an anti-boycott law; this bill received a large vote and provided a fine of not less than $50 and not over $500 or imprisonment at hard labor for 60 days for persons convicted of boycotting, blacklisting, picketing and similar assaults upon the rights of individuals. As most of you may not have seen the account of it as published in the Daily Bulletin of

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the Manufacturers' Record, I have thought it best to give you the text of the law, as follows:

Section 1. Be it enacted by the Legislature of Alabama, that it shall be unlawful for two or more persons to conspire together for the purpose of preventing any person, persons, firm or corporation from carrying on any lawful business within the State of Alabama or for the purpose of interfering with the same.

Section 2. That it shall be unlawful for any person or persons to go near to or loiter about the premises or place of business of any person, firm or corporation engaged in a lawful business for the purpose of influencing or inducing others not to trade with, buy from, sell to or have business dealings with such person, firm or corporation, or to picket the works or place of business of such other person, firm or corporation, for the purpose of interfering with or injuring any lawful business or enterprise.

Section 3. That it shall be unlawful to print or circulate any notice of boycott, boycott cards, stickers, dodgers or unfair lists, publishing or declaring that a boycott or ban exists or has existed or is contemplated against any person, firm or corporation doing a lawful business or publishing the name of any judicial officer or other public official upon any blacklist, unfair list or other similar list because of any lawful act or decision of such official.

Section 4. That it shall be unlawful to use force, threats or other means of intimidation to prevent any person from engaging in any lawful occupation at any place he or she sees fit.

Section 5. That it shall be unlawful for any person, firm or corporation to maintain a blacklist or to notify any other firm or corporation that any person has been blacklisted by such person, firm or corporation, or to use any other similar means to prevent such persons from receiving employment. Any firm, person or corporation violating any provision of this act must, on conviction, pay a fine of not less than $50 nor more than $500 or to be imprisoned not to exceed 60 days hard labor for the county.

That all laws and parts of laws in conflict with the provisions of this act be and the same are hereby repealed.

If every State in the Union would take similar action, the walking delegates would be known no more and peace and prosperity would be ours.

The question for us to decide to-day is "How are we going to grapple with all these questions that are before us?" I firmly believe that our Association can accomplish something to relieve the situation by forming section committees, as requested in my address in this city a year ago last Summer. Let these committees, representing the different lines, get together at least once a month, discuss remedies to do away with the objectionable features of their business with the understanding that the chairmen of the different committees are to meet with the Executive Committee of this Association every three months. If such a plan is formulated at this convention I am convinced that something will come out of it and that our next meeting will be full of interest.

IT WILL TAKE TIME, THOUGHT AND LABOR,

but I am sure we are willing to accept these conditions if they promise success. With this thought in view, the secretary has made a classification of the different trades. It may not be perfect, but it will, undoubtedly, be of some assistance to you. After you meet, it may be necessary to make other divisions in order to bring the different trades closer together; if so, this can be easily arranged. The main thing is to make a start and try to help ourselves. Those who think they do not need help by taking part in your deliberations should attend to show the others why they are so prosperous. I am so much interested in this matter that I feel confident if you make a beginning now that some of you may find it necessary to devote another day to the work. Saturday is a short day with the manufacturers and it could not be put to better use than to devote it to committee work.

We are standing to-day at the "Parting of the ways." One leads to anarchy, despotism, revolution and oblivion and the other leads to self-government, peace, prosperity and enlightenment. Which are we to take? It remains for us, as a nation, to decide. I do not fear the result; but we must be up and doing if we wish to save our country and our homes.

In his address Mr. Plumb preserved his reputation as a hammer man by striking several "nails on the head" and that the many strong points were well received by the manufacturers present was indicated by the hearty applause given at the close of his address.

Mr. James L. Cowles, secretary of the New York Postal Progress League, was then introduced. He addressed the meeting at considerable length on the subject of the proposed Parcels Post. He called the attention of those present to the improvement during the past two or three decades in the postal laws of the United States and the marked difference existing between the postal laws of this and foreign countries. Mr. Cowles argued that owing to special rates which he charged were being allowed by express companies to catalogue houses the proposed bill would not be of any special benefit to that class of business houses.



ROBERT GARLAND,
MEMBER OF EXECUTIVE COMMITTEE.

At the close of Mr. Cowles' remarks Mr. Kretsinger said: "Whether we agree with Mr. Cowles or not I feel that a vote of thanks is due him for his presentation of this matter." This motion was carried, and Secretary-Treasurer Mitchell read his report.

REPORT OF THE SECRETARY-TREASURER.

By F. D. Mitchell.

Mr. President and Gentlemen:

I have pleasure in reporting that during the past year our organization has made distinct progress in matters of membership, reforms in part accomplished, financial condition, publicity, and enthusiasm as manifested by increased demands upon your secretary's office, and more full and prompt responses to our requests for information for use of other members.

While business changes have necessitated a few resignations, these have been more than covered by new admissions to membership. Heavier expenses have been met by increased revenues. Contracts between our members and their customers are being more definitely framed, and more uniformly observed.

SOLICITATIONS FOR CATALOGUE CONTRIBUTIONS ARE FEWER IN NUMBER,

less aggressive in tone, and more explicit in outlining the

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service to be rendered; and compared with two years ago are now practically unknown to many of our members. The deduction of cash discount after the specified time for payment has elapsed is meeting with a concerted check, and in many other matters the publicity given to the official expression of the sentiments of this organization has had a tendency to change for the better many unbusinesslike methods heretofore prevailing.

Our program indicates that this report will be followed by reports from our several committees, but I think it proper at this time to allude briefly to two important matters. There have been, and, no doubt, still are, some members who do not recognize that

A PREVAILING SENTIMENT IS OF BUT LITTLE IMPORTANCE IN THE ABSENCE OF AN OFFICIAL EXPRESSION

of such sentiment, and who are prone to view with indifference the various resolutions adopted by this organization; and to these alone, I would state that the adoption of a resolution by this Association is but a preliminary step in the matter. Immediately after the convention copies of this resolution are placed in the hands of every prominent Hardware



H. B. LUPTON,
MEMBER OF EXECUTIVE COMMITTEE.

PUBLICITY IS GIVEN TO SUCH ACTION THROUGH THE VARIOUS TRADE JOURNALS.

jobber in the United States, whether he be a member of an organized body or not.

Copies are addressed to the secretaries of the various organizations in interest, and following this we receive requests from our members for some three or four thousand printed copies of the resolutions, to be by them used in connection with their correspondence in the matter, so that the parties for whose particular benefit these resolutions are framed receive definite advice of this active sentiment from perhaps a dozen different sources, in a form requiring acknowledgment, and could not, if they would, remain insensible of the existence of such sentiment.

In calling to your attention the second matter, viz., our small membership, this brief allusion should not be used as a measure of its importance. With merely nominal annual dues our organization should certainly have enrolled as members a much larger percentage of the concerns eligible. Were our membership doubled, the increased revenue

WOULD ENABLE US TO INSTALL A PERMANENT HEADQUARTERS

and enlarge the scope of our work, admitting of our giving tangible treatment in many lines not possible under our present small income. But this really can only be accomplished in one of two ways—we must either send a representative to visit the various concerns who may be eligible to membership and enlist their active interest, or we must look to those who attend these meetings and who continue their membership as a desirable quantity, to individually constitute themselves a committee of one to secure one new member. I hope that this organization will decide to employ both of these methods and that at our next meeting we shall be able to congratulate ourselves upon having at least double the number of our present membership.

This report was unanimously adopted and Messrs. Kretsinger and Birge spoke briefly but much to the point on the advisability of stronger efforts being made by all members to increase the membership of the Association.

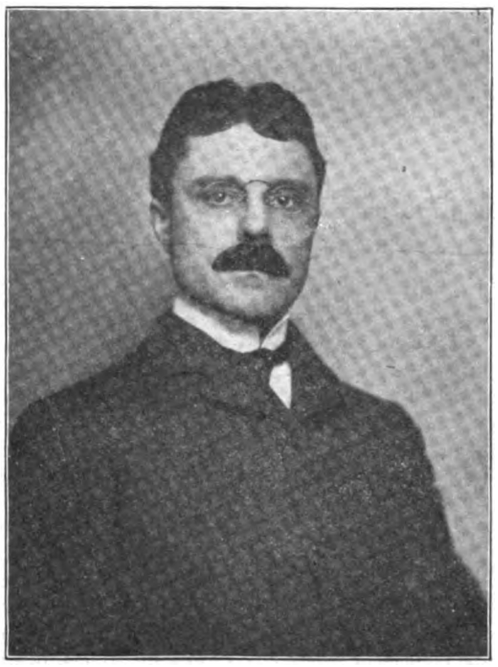
Chairman Asbury, of the Executive Committee, then read his report:

REPORT OF EXECUTIVE COMMITTEE.

Report of the Executive Committee to the American Hardware Manufacturers' Association.

The work of your Executive Committee during the past four months or in other words since the adjournment of the last convention in Saratoga, July 17th, has been largely routine.

An investigation has been made of the existing evils in the manufacture or sale of Hardware, and a considerable



C. W. ASBURY,
CHAIRMAN OF EXECUTIVE COMMITTEE.

volume of correspondence has passed between your Committee and members of the Association, in the hope of getting a full, frank expression from them of their experiences. We have urged each of them to submit for discussion and consideration at this convention resolutions bearing upon their respective complaints. In order that these resolutions may be intelligently considered your Executive Committee recommends the appointment of a special committee to serve during this convention whose duty it shall be to receive all resolutions after the discussion of them on the floor of the convention and before final action thereon, the object being to insure a draft by the committee of all resolutions in such language as will reasonably be a composite of the views expressed by members, and further to encourage the submission of resolutions bearing upon the larger questions of interests and value to our membership.

Much consideration has been given by your Executive Committee to the subject matter of conferences with officials and committees representing other similar and allied bodies. We can but hope that our actions broadly speaking may meet with your approval.

The details of the arrangements for this convention have also demanded a considerable portion of the time of your committee. We do most cordially invite suggestions from our membership and desire to impress upon them the fact that they have in the Association and its officials a very exceptional opportunity for the protection of their interests and for the elimination of trade evils whether in the manu-

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facture or the sale of their goods. The opportunity is here. The organization is here, officered and manned, willing to serve in any capacity which will be of benefit to any of the members. All we ask is that more use be made of our equipment.

In the coming year we hope for a largely increased membership. What we most need is numbers for strength. Our scope for usefulness is limited only by our resources.

Respectfully submitted,

C. W. ASBURY,
Chairman.

Following the suggestion of Mr. Asbury, President Plumb appointed Messrs. Asbury, Pratt, Pike, Gladding and Kretsinger a committee to consider resolutions.

Chairman Hays, of the Membership Committee, reported a total membership in the Association of 175.

Chairman Oliver Williams, of the Grievance Committee, reported that the only grievance reported since the last convention was from the Southern Association to the effect that some manufacturers were giving to trade papers for publication their lowest discounts. He said that this matter was under consideration, and closed by inviting all to bring to him their "cares and sorrows—troubles and woes."

The roll call was made and 115 members and representatives answered present.

Thursday.

The manufacturers met in executive session Thursday at 10 a. m., with President Plumb in the chair.

The following addresses were listened to.

WHAT ARE WE HERE FOR?

By William M. Pratt.

Mr. President and Gentlemen of the Convention:

When our genial Secretary invited me to address you upon this subject he was kind enough to inform me that the gentleman whom the Executive Committee desired to have deliver this address, was unable to do so, and would I do it? If he felt that he was making a little party call, so to speak, on account of an accommodation of a similar nature extended to him in the past and hoped he would not find me at home, he was very much mistaken; I fairly jumped for the bait, the subject which he had selected just suited me, I thought that I knew exactly how to handle it, I felt as the Whale said to Jonah that it was "a good opening for a young man."

"What are we here for" is a good deal like Dave Harum's low bridge, we have all seen it. I remember having it pretty thoroughly impressed upon me when I first entered a commercial office and was told in plain English what I was there for; it was impressed so thoroughly that the impression has always remained and I have found from time to time when it has been necessary for me to break in young men who have had no previous experience in commercial life that to show it to them was not out of order. I therefore felt that it would be a pretty easy matter for me to take a few minutes of your time in explaining what I consider were

THE NECESSARY PERQUISITES TO THE SUCCESSFUL WORKING OF THIS ORGANIZATION,

what it should stand for and what it should not stand for, how it should court strength and avoid weakness, and how we could get the most out of our various gatherings.

Upon deliberation however I found it was an entirely different proposition from what I had imagined; we can neither invoke military discipline nor martial law, the services and attendance of our members must of necessity be entirely voluntary, it is not practical even to draw an idealistic line and endeavor by persuasion to induce every member to toe it; and the more I attempted to get something that could be presentable and not bore you instead of being reminded of the Whale's remark to Jonah, I was rather more deeply impressed with Jonah's reply, that he felt "rather down in the mouth."

Before I had my ideas more than worked to a boiling point my most esteemed friend in the Editorial Department of the *Iron Age* comes along with an article that digests the whole subject, sort of pours off the heat, delivers the good iron and about all I find left is slag, and I feel that perhaps I could do better justice to the members of this Association by reading that editorial rather than by trying to improve upon it.

ASSOCIATION AND ORGANIZATION SEEM TO HAVE BECOME A PRESENT DAY NECESSITY,

by them, and because of their being, it is possible to draw together men and minds of vast and varied experience, make our Association prismatic and the concentrated brain power can be directed by our officials and made to stand as a menace to all evil practices and the champion of whatever is just and right. Let us stand for progress and against retrogression; by getting together and interchanging ideas we shall be able to see things as they *are*, to cope with conditions that *exist* while the fantasies of our own imagination shall take their proper form and flit away; a single individual is like an old time flail while a well directed organization is like a modern steam thrashing machine. The folly of attempting to flail out 1,000 acres of wheat is too apparent to need discussion, it is equally presumtuous for an individual to attempt to correct trade abuses *single handed* or to endeavor to



WILLIAM M. PRATT.

cope with modern trade conditions with meagre knowledge acquired only through the narrow windows of his own individuality.

THE WELL WORN RUTS OF THE PAST MUST BE ABANDONED;

and as a municipality aroused by public sentiment finds it necessary to replace thir rutty roads with asphalt pavements, so must our merchants and manufacturers who desire to keep abreast of the times displace antiquated methods and adopt those suited to prevalent conditions if they expect to attempt even to keep their place in the march of progress.

Self interest, the strongest of all motives, has impelled us to organize because we believe organization to be beneficial. So far so good. We have also elected from our members a most efficient corps of officers and they have performed their duties faithfully and well, we have had several meetings with considerable success and fair attendance, and let us consider the past well done.

I am reminded right here of a little story of a consulting physician, whose acquaintance I once enjoyed, and I was deeply impressed with his manner of handling what were apparently often times delicate matters. After having diagnosed the case to his satisfaction he would go into the family and say, "I think everything that your family physician has done up to now has been right but from now on I would suggest trying something else." Without disturbing the past

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he was alive to the present and believed the future should be handled along different lines.

Now I think that this pretty nearly hits our case,

WE HAVE DONE WELL ENOUGH UP TO THE PRESENT POINT,

but from now on I think we had better do a little different; neither our organization nor our officers can make this Association what is should be unless they can have the *active* co-operation and assistance of a great majority of the members as well. We must both give and take, those of us who "know it all" must be willing to take a little from the other fellow, while our quiet friends must surrender the right to hoard their ideas like uncut gems, they must bring them out from their hiding places that they may reflect their brilliancy for the general good. When we receive a notification of a forth-coming convention, with the notation that for further particulars we can see the program enclosed; if it occurs to us as members that with the President's address and the reports of the officers, and the various papers to be read, our responsibility ceases, and we have nothing more to do but let things taken their own course; we must *dispel* that illusion.

There is a good deal of truth in the old adage that we find about what we are looking for, if we come to our conventions looking for knowledge and ideas, we shall find both; if we come here simply to have a good time and say, "Hello! Bill," we shall find that also. But each and every one of us is vitally interested in the success of this organization, it can accomplish for every individual member what it would be impossible for an individual member to accomplish for himself.

IT CAN ACT AS A BUREAU OF EDUCATION INCIDENTAL TO OUR BUSINESS,

and these bureaus of education occupy much more than an incidental position.

What merchant, manufacturer or financier one hundred years ago would have thought of installing in his business an analysis department which would give him an insight into the detail of his affairs far beyond what general results would ever tell. That would tell him what articles were profitable as well as what customers, that would tell him not only what he was supposed to make upon each article but what he actually did make; not only what percentage of general expense should be added to his factory costs but just what proportion of this expense each article or class of articles should bear; that would tell him what machines should be added and what thrown out, and whether a State, county or town showed the annual net profit that it should. A bureau of education has at its command a concentrated brain power which is one of the greatest curative agents when applied to commercial disease.

The time has gone by when our competitors are to be looked upon as devils and be fought with fire, they belong to the same family that we do; they are as alive to their own best interests, as we are to ours, and they are not in business for their health.

THE CUTTING AND SLASHING AND KNIFING WHICH HAS BEEN SO PREVALENT

in the past cannot be continued if prosperity is to remain permanent; a personal contact, a personal acquaintance with those engaged in a competitive business, or engaged in a business like or similar to our own, will do much to eliminate hard feeling and ill-advised action and broaden our knowledge of men and affairs, and thereby equip us with the necessary wisdom wherewith to direct our own individual organizations.

It is a matter of considerable gratification for us to take note of the strength of our organization, it is composed of all or nearly all of the representative Hardware manufacturers of this country; it is equally gratifying to note that our members are represented by principals rather than subordinates.

WE HAVE LAID OUR FOUNDATION AND LAID IT WELL,

let us go ahead and build upon it a structure which shall be a credit to itself and an honor to all its members; it will only be possible to do this by treating it as a business proposition and handling it in a business way.

We do not desire to eliminate the entertainment features but they must not be made paramount, "A place for everything and everything in its place," it is just as necessary to the success of our organization that our convention be made popular and hospitable as it is dangerous to allow the entertainment features to overshadow the real work which the Association ought to and can perform.

We are very fortunate in being able to meet at the same time and place with our jobbing friends, whether or no it would be advisable to hold separate meetings occasionally is a matter open to discussion and one which will admit of argument both for and against, but a joint meeting and a joint convention is not without its dangers as well as its advantages. It is useless for us to come here and put on a false mask, spend our time in flattery and when we return home do things with an entirely different face; there is no use of our telling our jobbing friends one thing if we mean something else, they will think more of us and more of our organization if we tell them what we mean and stand up to it.

If we have any grievance, state it, don't put on a cloak around it and cover it up with something else; this Association cannot make for itself an enviable reputation if its members are going to come here and declare unanimously in favor of declining to allow cash discounts unless payments are made within ten days from date of invoice, and then allow their customers to settle even after the bill is due and deduct the discount, to which they make no comment.



N. A. GLADDING,
MEMBER OF EXECUTIVE COMMITTEE.

There is no use of our coming here and claiming that we will not allow contracts to be broken, then accept contracts for a large quantity of goods and allow our customers to take what they require and drop the balance; we might much better say what we think and do what we say we will do.

A MAN THAT IS FULL OF CARE IS USUALLY CAREFUL,

I believe that if this Association has cares enough it will be careful to merit the success by good right expected of it; there is one care that I can only express by quoting from the *Iron Age* of Oct. 15th last:

> "Care must be taken that the manufacturer's gathering does not become a mere adjunct to that of the jobbers and have as its main object to curry their favor. The part taken by the manufacturers' association in providing entertainment for the jobbers is, if delicately done and not carried too far, a very pleasant feature, although there are those con-

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nected with the jobbers' association who are disposed to consider it a little undignified to accept too many attentions of this character. The matter of entertainment, too, if overdone is apt to intrude too much on the time of the associations, whose sessions are liable to be interfered with by the counter and sometimes the superior, attractions, of too abundant hospitality. The manufacturers and their representatives, while standing in most cordial relations with the jobbers, should be careful to maintain a dignified attitude and refrain from any course of action or manner of expression which might suggest the graceless suspicion that their guests were the recipients of attention merely as present or prospective customers. There has sometimes been a disposition in the open sessions to indulge in exceedingly courteous, though meaningless, generalities when the relations between jobbers and manufacturers have been under consideration. It would be much better and more worthy of the dignified parties concerned if there were in the joint meetings frank and candid statements on the part of the manufacturers, even though such statements might sometimes run counter to the views and interests of some of the merchants addressed. The manufacturers' association is a sufficiently large and important body to make its own business its prime concern. If it neglects its opportunities and is content to regard itself as a tender to the jobbers' association—a course which the jobbers themselves would be prompt to condemn—it will fail first to merit and soon to receive the support of manufacturers who deem that a business organization should be conducted on business principles."

While it might be in better taste to take cognizance of the boy's request of his parson, "Say Amen, and sit down," after making this quotation, I believe that supplements to second editions are quite in order and the question at once arises in my mind whether or not this Association has any right as a whole to go very far into specific detail, what may be wise for one of us may not naturally be wise for the other fellow—even

AS HARDWARE MANUFACTURERS WE COVER A PRETTY BROAD FIELD

—what would be good policy and good business for one might prove exactly the contrary for somebody else, and as an organization bent on the general good we should avoid all class legislation. General subjects can be discussed *ad libitum* specific detail should be handled with care, we can hardly expect an individual member to take a stand that he knows is against his own best interests. Let us bear in mind the old adage that in unity there is strength.

In closing I can only say that we are here as manufacturers, as members of our Association to attend the business sessions of our convention and lend a willing hand toward the discussion of such topics as are of mutual interest, each and every one of us from his standpoint, great or small, in order that from the broad knowledge thereby gleaned the Association can stand for those principles and adopt those policies which shall do injury to none, do good to all; and which shall enable this organization to stand as a beacon light, disseminating its rays throughout the whole Hardware world, taking an active interest in all the happenings in that world from the cradle to the grave—from the manufacturer to the consumer—

CHAMPIONING THE CAUSE OF RIGHT AND JUSTICE WHEREVER FOUND,

heralding the march of progress; an organization which shall be handed down as a legacy worth more than gold to those who are to come after us, and by it and because of it make possible for them a greater ratio of improvement. It is not necessary that we should go into specific detail as to how each and every one should run his business, it is not necessary that we should insist as members of this Association that we are to be bound by certain specific rules and regulations; we do not come here to foster monopoly, to breed distrust, to create internal strife or idle away the hours which should be devoted to business affairs, we come here to take up matters of vital interest to manufacturers of Hardware and thrash them to the core, and from the incipient kindling that shall be lighted by the various speakers we shall start a fire of discussion that shall blaze with the ideas that have been too long hidden under a bushel and after the fire has spent itself we shall find in the cold ashes that are left something more priceless than radium to guide us over many a dark and hidden way.

TRANSPORTATION.

By Hon. D. H. Goodell.

The question of transportation affects the material interests of everybody. It is of such vast importance that I enter upon its consideration with great diffidence. The consolidation of railroads has been of immense value in the rapid development of this country. I believe in railroad consolidation.

I HAVE NO FEAR OF LARGE CORPORATIONS, OR TRUSTS.

So long as that greatest of trusts, which has taken over and consolidated 46 States into one grand government, is presided over by a man whom we all regard as honest, whatever we think of his views and conduct, there need be no fear. I believe we have had an honest man as President of the United States so long as I can remember, and I expect we shall have in the future. While honesty sits at the helm there is very little danger.



HON. D. H. GOODELL.

Times and opinions change. When I was a boy my grandfather was greatly alarmed lest the great Nashua Mfg. Corporation, with a capital of perhaps a million dollars, would soon control the State of New Hampshire, to the ruin of the farmers and small capitalists. Soon after, the Amoskeag Mfg. Corporation of Manchester was organized, and occupied for a quarter of a century the unique position of being the largest manufacturing corporation in the world, and yet New Hampshire still lives and enjoys greater prosperity than ever before. The Boston and Lowell Railroad, running from Boston to Lowell, a distance of twenty-five miles, was one of the first railroads ever built in this country. A little later, the Lowell and Nashua Railroad, running from Lowell to Nashua, a distance of fifteen miles, was built, and these two roads were run for many years by two corporations. Later, the Concord Railroad was built, running from Nashua to Concord, a distance of thirty-five miles, which was run independently until a very few years ago,

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THE QUESTION OF CONSOLIDATION OF RAILROADS

in New Hampshire began to be agitated some twenty years ago. Our people were almost unanimous in opposition. The advantages to be derived were nothing in the minds of most of our people as compared with the imminent danger of corporate greed. At last, consolidation began in a small way. It increased and increased in almost geometrical ratio until at last the Boston & Maine R.R. controls every rod of steam railroad in our State except a very little at the extreme North. This system also controls many miles of road outside of the State. And what is the result? We formerly paid from 2½ to 5 cents per mile for a passenger ticket. Now, we buy a mileage ticket and travel over the whole system, trunk lines and branches, for 2 cents per mile. Our freight rates have been largely reduced. Arrangements have been made whereby we ship freight from almost every depot in the State to Western and Southern points, or, at least, to many of them, at the same price as if we shipped from New York City. Everybody is satisfied, and nobody would return to the old plan.

The consolidation of great trunk continental lines has been constantly increasing. Distant sections of the country are brought close together. Time of transportation of both passengers and freights has been reduced, and prices are reasonable. The growth of the country in all sections has been wonderfully promoted. Probably few realize how much the transportation companies are doing for the unbuilding of the numerous manufacturing and agricultural interests of the country.

But is everything all right? By no means.

WANTS SUPPLIED CREATE NEW DEMANDS.

If it takes seven days to transport merchandise from a given point to Chicago, while it took fourteen days to do it twenty years ago, we ought to be satisfied. If, however, a certain line promises to transport our goods in seven days, and the goods are seven weeks on the way, we must pay the freight just the same, and, if the freight is prepaid, the railroads have the money and the goods, too. I make some seasonable articles, like cherry stoners. The time for selling them by the jobber lasts about four weeks. We cannot get orders until the crops are assured. We ship promptly, but, for some unaccountable reason, the purhaser does not receive them. He telegraphs for them; we send tracer, or suppose we do, for we demand that it shall be done. The goods are not found until the cherry crop has been disposed of. The jobber declines to receive them, for he knows he cannot sell them for a year at least, and, as the crop has been large, he thinks there will not be a crop in his vicinity for two years. In disgust with the whole business, he writes us to know what shall be done. The only thing we can do is to pay the freight, order the machines home, and pay the freight, and keep them until the next year. The railroads have received pay for freights both ways instead of one, the jobber has lost his profit, and

WE LOSE BOTH PROFIT AND FREIGHTS.

This is not an uncommon occurrence. We ship our goods to many different points, and we are constantly receiving letters from customers asking us to send tracer after goods shipped to them. If this was something new, we might say this slow delivery is owing to the enormous amount of freight which has been handled for the past few years. It is no new thing. If the railroads are short of rolling stock, as they say some times, why don't they bring along the freight and let their cars be unloaded so as to be ready for use again? I do not object to the rule that freight cars must be unloaded in four days after arrival or pay extra charges. I do object to setting my freight out on a side track, within fifty miles of my place, and letting it remain for days and weeks with no chance for redress on my part. Within eight months we have had a carload of steel

THIRTY DAYS ON THE ROAD FROM PITTSBURG

to our place, greatly to the injury of our company and loss to our employees.

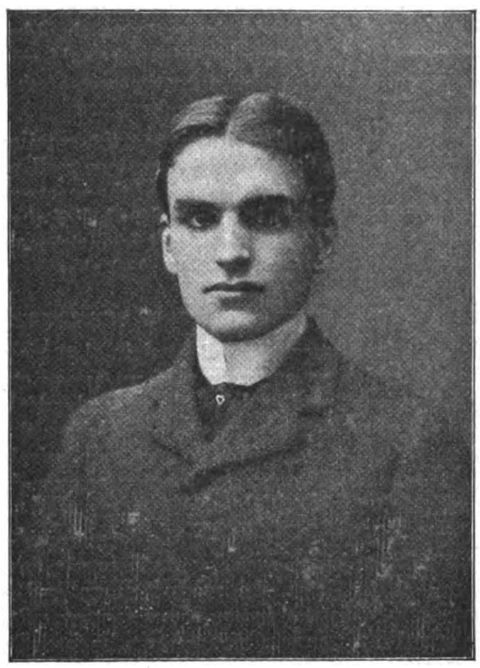
What can be done? This is too great a question for me to answer. State legislation is entirely inadequate to meet this issue. If legislation is needed, it must be done by United States Congress.

I have thrown out these suggestions in the hope that the tremendous influence of this body, together with our combined experience and intelligence, will in some way be able to devise some plan to correct these evils. As a rule, "Where there is a will, there is a way" in all human endeavor. If the railroads and transportation companies are compelled by law to deliver freight with reasonable promptness, except on account of accidents, floods, or other disaster, the managers will doubtless find some way to comply with the law.

PACKING OF SMALL ORDERS FOR DIRECT SHIPMENT. SHOULD AN EXTRA CHARGE BE MADE?

By Edwin A. Walton.

When I first learned the subject assigned to me I thought my paper could be written easily and the answer made in the three words of a famous biscuit, "Of course! Certainly!" But I knew you would want it expanded out into more than



EDWIN A. WALTON.

three words and so went to work to interview some of the manufacturers and jobbers of my native city.

FROM THE MANUFACTURER'S STANDPOINT.

I approach the expansion of the paper first and foremost from the manufacturer's standpoint, assuming quite naturally that we are manufacturers who thoroughly recognize and protect the jobber and depend mainly on him for the distribution of our wares. I say mainly, because, if the manufacturer holds consistently to a line of prices to the retailer which are enough above the prices to the jobber to afford the latter a reasonable margin, he will find that his trade will be *mainly* with the jobber, even though he has gone energetically after the retail trade direct in order to introduce his wares and create a demand. We all agree, I think, that the business of the jobber is to gather together several thousand different articles and have them ready for prompt shipment to the retailers in his territory—that the faithful carrying on of this work of gathering and distributing is what makes him of the greatest value to both retailer and manufacturer. This implies the carrying of a stock of the various Hardwares, for otherwise the jobbing house would become merely an office, sending out salesmen and carrying accounts, all orders being sent to the various factories for direct shipment.

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THIS PAPER CONCERNS ITSELF ONLY WITH SMALL SHIPMENTS.

In some lines, for example refrigerators, and in many other lines where the quantities that the retailers' order are large, it is often best for the jobber to order direct shipments to his customers, but this paper concerns itself only with small shipments or with shipments consisting of small and irregular quantities of articles.

Most of us manufacturers experience keen competition, and must bring our costs down to the minimum to realize any profit on our sales. We can best do this by running through large lots of each article and each size and by placing the goods in our warehouses ready for shipment as orders come in. We stock them in packages holding regular quantities, the quantities being those required by the average jobber and small enough to allow him to re-ship ordinarily to the retailer without breaking package. We make our packing cases in large quantities to secure low cost and each case is designed to exactly hold the quantity of goods printed on the outside. We carefully figure our costs and establish our prices on this basis and it goes without saying that any change from this plan entails us extra cost in both packages and labor of packing.

This being the case, the answer is clear that where we are asked to depart from this rule and carry open stock to be packed in odd quantities in odd size cases, we should make an extra charge to at least cover the extra cost. If we do not, the extra cost must be averaged into the cost of the article or else come off from our normal profit.

If we are selling the odd quantities to the retailer direct at an advance over the jobbing price, we can well afford to stand the extra cost of packing because of the increased profit on the sale and I will state it as my firm belief that if the jobber asks us to do this packing of odd quantities at no advance in price, we manufacturers will find that

IT WILL PAY US BETTER TO PASS BY THE JOBBER

and go directly for the retail trade and in that way secure the extra price which we must have if we are to stand the extra cost. We have read and heard much about the passing of the jobber and I want to say to the jobber that if he is ever to pass from the position he now so admirably fills, it will be due to an insistance on the manufacturer doing all the work and giving him all the profit.

I find this is well understood by the largest jobbers and that many prefer to make even *large* shipments from their stock rather than to draw the manufacturer and retailer closer together by a direct shipment from factory. Such jobbers tell me that they want an extra charge by manufacturers for odd quantities and that the larger the extra charge the better, as it protects them from the so-called jobber who only combines his retail order with those of his neighbor in nearby towns in order to secure jobbing prices.

It is one thing to say a thing should be done and often quite another thing to do it. In every line there seems to be

MANUFACTURERS WHO DO NOT KNOW THEIR COSTS

but only estimate them and on such estimates make prices which bring no profit and even cause a loss. Often the ruinously low prices are made on one line whereas other lines made at the same factory bear a large profit which covers the loss on the cut price line, and the fact of loss is never discovered unless a complete cost system be installed.

I am glad that the Hardware journals of the country are devoting so much space to the subject of factory costs. It would be to the interest of all concerned if all factories were required to know absolutely their costs and if this could be made the case there would be but one answer made to my questions, "Should an extra charge be made?" and that answer would be—"It *should* be and it *shall* be."

Mr. Plumb then appointed the Nominating Committee as follows:

William H. Hayes, chairman; Edward Ingalls, George H. Bishop, H. B. Plumb, Oliver Williams, Albert W. Barnett, W. T. Norton, T. B. Coles, George M. Landers, and the session adjourned.

Afternoon Session, Nov. 19.

The meeting was called to order by President Plumb of the Manufacturers' Association. President Kirk of the National Hardware Association also occupied a seat at the table.

In opening the meeting President Plumb said:

I consider it an honor to be called upon this afternoon to preside at this meeting, representing as it does the leading merchants, manufacturers and producers of Hardware in the United States. We are to be congratulated upon selecting this place for our meeting, not only because of the conveniences offered us, but because of the delightful climate and the health-giving air, strengthening us in our work and helping us to make this the most successful meeting that has ever been held either by the manufacturers or the merchants.

T. James Fernley of the National Hardware Association was requested to read an address by W. S. Wright of Omaha, Neb., in his absence, on the subject "Should Hardware Manufacturers Sell to Other Than Legitimate Hardware Jobbers?"

SHOULD HARDWARE MANUFACTURERS SELL TO OTHERS THAN LEGITIMATE HARDWARE DEALERS?

By W. S. Wright.

The question should Hardware manufacturers sell to other than legitimate Hardware jobbers can be answered in Yankee



W. S. WRIGHT.

fashion by asking is it profitable or desirable for Hardware manufacturers to encourage and develop illegitimate and unfair competition, and discuss the question from that standpoint. Unfair competition may be termed outside goods in the hands of a regular dealer in some other standard line. For example, ice cream in a butcher shop; patent medicines in a baker shop; tobacco and spices in a Hardware store; Hardware in a grocery store, etc. These foreign lines may be put in to gratify a personal grudge against the legitimate dealer or to attract attention to a regular line on which a fair margin is made by depressing the quality, the value or both of an outside line in which the seller is not interested save as it may serve to stimulate the sale of other goods. The items are sold not as a business but as an advertisement. The purchaser without intimate knowledge as to the character, quality or value of the goods is given a false impression of the quality or value of both. If he buys at a butcher shop a quart of ice cream for 20 cents that is represented to be just as good as that sold by the confectioner over the way at 50 cents he may if he desires buy the next quart of the confectioner and test for himself as to where the facts lie. But if he buys a tool from a grocery clerk at 20 cents that is represented as the identical tool that the Hardware dealer sells for 50 cents, the chances are that he will hold a different opinion of the manufacturer and the dealer than he would had he bought the tool he wanted from the Hardware dealer

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and paid a fair price for it. He has been imposed upon, his confidence betrayed, his suspicions roused and developed;

THE MANUFACTURER AND THE LEGITIMATE HARDWARE DEALER ARE ALIKE CONDEMNED

because of unfair competition.

The question should Hardware manufacturers sell to other than legitimate jobbers is one that appeals to and is of direct interest to four classes, the manufacturer, the jobber, the retailer and the consumer. The interests of all are so closely interwoven as to make it a difficult proposition to separate them.

I understand that this discussion is not a question as to whether the manufacturer shall sell the legitimate retail Hardware dealer or not, that question having been discussed heretofore, but a question as to whether his interests will be served by placing his goods in the hands of outside dealers so that in this way through other and indirect sources they will come in direct competition with the legitimate jobbers and retailers of Hardware.

In a trade paper not long ago I was impressed with an illustration that compared the Hardware business to a tree, with the manufacturers as the branches, the trunk the jobbers, the roots the retailers and the soil the consumers. To secure the very best results every part of the tree must be properly cared for and not be impeded in its opportunity for advancement. It is a poor gardener who will graft a good tree with an inferior one in the hope of improving the quality of the fruit or who ignoring the proper and legitimate roots and the necessity of their securing sustenance from the soil in order to sustain the trunk and the branches will, without detaching the branch from the tree start it in the ground hoping that by drawing sustenance from both ends it may outgrow the tree.

There are manufacturers possibly known to many of us but haply not members of the American Hardware Manufacturers' Association

WHO HAVE MATERIALLY DEVELOPED TRADE POSSIBILITIES

by selling the Hardware jobber first, then the grocer, the retail Hardware dealer and the retail grocer and the only reason they have failed to sell the consumer is because it was not possible to reach them. Temporarily this policy is a trade developer but the permanent results are not of a nature to commend it to favorable consideration.

As a plain business proposition from the standpoint of a manufacturer the only question is to distribute his product to the consumer in the most economical and the most effective way.

THE REGULAR HARDWARE DEALER STUDIES THE MERITS AND ADVANTAGES OF AN ARTICLE

and is in position to present it more intelligently and effectively and in a more attractive way to a possible customer. He is or should be familiar with the conditions under which the article is to be used, he knows what it is intended for and he can offer such suggestions and instructions to a customer as will tend to enable the use of the article to be made effective, satisfactory and to reflect credit and draw commendation both to himself and to the manufacturer.

On the other hand let the same article be placed in the hands of a purchaser by a grocery clerk who knows nothing whatever in regard to the use of the article in question or let it be handed out by a cheap girl in a department store and if there is any possibility of the article in question being used in a way to reflect credit on the manufacturer it is due to the intelligence of the purchaser and not to any knowledge on the part of the people through whom the goods are marketed.

There are undoubtedly many lines of goods in which the distribution may be largely increased by reduced prices but this probably applies in a lesser degree to Hardware than to any other line. A party may be deterred from building a house on account of high prices but he will not build because trimmings are cheap. He will not buy any kind of a tool that he already has because the price offered is below the market and on this account it would seem as though

A CONSERVATIVE METHOD OF MARKETING THE LINES OF GOODS

we represent would commend itself alike to the manufacturer, the jobber and the retailer and would be an advantage rather than a detriment to the consumer.

There are different classes of competition and were the competition referred to fair, legitimate and disposed to distribute these goods at a fair margin of profit, no reasonable protest could be made, but unfortunately this is not the case. Hammers and hatchets are used to stimulate the sale of prunes and dried apples while saws, shovels and spades are utilized to increase the prestige and popularity of some particular brand of tea or coffee. Goods that cost the jobber $6.25 per gross are sold by the outside jobber at 50 cents per dozen and retailed in competition with the country Hardware dealer at 5 cents each, as a so-called advertisement or to develop other lines of trade. This may help other dealers but it is particularly severe on the legitimate Hardware trade who are entitled to a fair margin of profit.

It was reported some time ago that a doctor who advertised largely boasted of the fact that he never had had brought to him a case of cancer that he failed to cure and investigation of the matter developed the fact that the statement was correct and that while he did invariably cure the cancer he never failed to kill the patient.

COMPETITION OF THIS KIND IS DETRIMENTAL TO THE CONSUMER

in that it tends to place in his hands goods that are not what they are represented to be and in this way creates distrust and dissatisfaction in regard to articles of merit and standard reputation.

We all appreciate the fact that a salesman whether he represent manufacturer, jobber or retailer without a sufficient knowledge of the goods he undertakes to sell has only one talking point and that is price, and when we any of us have a representative undertaking to sell our goods whose only claim to consideration is price, we need and are entitled to sympathy. In this connection there are many articles unnecessary to name but which all of you can name for yourselves once known as standard in merit and reputation but on account of the excessive competition they have been reduced in price, reduced in quality until they are now rejected by the consumer generally and while once a standard in the Hardware line are now entirely ignored by them or sold only in a small way and rated as undesirable by grocery stores, racket stores and ten and five-cent counters.

The tendency and disposition on the part of the manufacturer to enlarge the market is not always profitable especially when that market has been built up, developed and made successful along legitimate lines. An excess of competition may for a time increase the distribution but the ultimate result will be the death of the business.

THERE IS AN OLD SAYING AND A TRUE ONE,

that goods well displayed are half sold. Put some diamonds in a dirty wooden bowl and set them in the fly specked window of any shop and they would attract little or no attention or desire on the part of any one to own them, but the same goods properly displayed behind the polished plate glass window of a jeweler's store would attract attention and create in the minds of the passer-by a desire to own them.

Along the same lines the regular Hardware dealer is in position to and does make a better display of his goods than does the grocery or department store, for in either of these where a Hardware department is maintained it will usually be found in the basement, in the back of the store or in some dark corner where the goods cannot be displayed to the best advantage.

Every manufacturer is interested not only in the largest distribution of his goods but in having them displayed and disposed of so as to develop and increase the demand by the satisfaction that they give and certainly no other class of trade is in the same position to do this to advantage as is the regular Hardware dealer. It should be, therefore, to

THE INTEREST OF THE MANUFACTURER SO FAR AS LIES IN HIS POWER TO FOSTER AND SUPPORT THE LEGITIMATE JOBBER

and retailer of Hardware.

First, because this action on the part of the manufacturer serves to secure what has always been advocated by the National Hardware Association; namely, a higher standard of business methods and is a protection to the jobber in securing and maintaining a fair margin of profit on his business.

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Second, because it fosters and protects the interests of the legitimate Hardware dealer whose interests are identical with those of the jobber and manufacturer and whose business and profits if demoralized must of necessity react on both jobber and manufacturer.

Third, because the interests of the consumer are best served by placing in his hands on a fair basis the class of goods he desires and are best suited to his purpose in a way as to secure to him the best results from their use.

IT IS AN EASY PROPOSITION TO TEAR DOWN

but a more difficult one to build up and we believe that the interests of all parties concerned will be best served by such methods as have been successfully used and approved for many years and we appeal with confidence in our cause and our methods to the established and farsighted manufacturers to use their influence and effort to prevent a demoralization that in the very nature of things must of necessity react on them as well as other parties with whom they are interested both directly and indirectly in securing the largest, the most satisfactory, and consequently most profitable distribution of their various lines.

In addition to the practical side of this question there is another which is worth taking into consideration. We are all interested to the largest degree in the development of good citizens and as many of them as possible. It is an unquestioned fact that the man who by industry and thrift acquires a modest competence is of more advantage to the community, the State and the nation than a number of Wall Street speculators or board of trade operators. One class adds to the real wealth of the country and promotes its best interests and develops its strength and resources. Those of you who do not know by experience what the other class do can find out by asking their friends.

Abraham Lincoln said that God must have loved the common people or he would not have made so many of them. The retail Hardware dealer like many of us is of the common people whom God loves and therefore chastens. Many of us can have our experts and specialists for many lines of work but the retailer must be an all-around man. He must be a good buyer, salesman, collector, financier, credit man, manager and mixer. If he lack in any of these qualifications he is a failure. If he have them all, what? By years of patient toil and thrift and strict attention to business, early and late he may accumulate a modest competence, but in return for the time, the labor and effort expended, the reward is miserably small and not to be compared with that of the farmer, mechanic or even the laborer if he be comparatively as industrious and thrifty. Compelled by his pride and duty as a citizen to contribute of his time and means to the development of the locality in which he resides

HE IS ENTITLED TO ALL THE CONSIDERATION AND PROTECTION THAT HE CAN RECEIVE

at your hands and it seems an unfair proposition that in addition to being burdened with the competition of the local peddler the department stores and catalogue houses he should find in his own locality four or five grocery stores and a couple of butcher shops in active competition with him for a business that he has built up and to which he is legitimately entitled. Protect him, gentlemen, he needs it, he is entitled to it. Not as a charitable proposition but as a business one. You need him in your business and he will assist in its development and prosperity as in the past. May his shadow, his substance and his numbers increase and may the manufacturers see their interest and their duty to foster and protect the legitimate dealer by eliminating from the Hardware trade as far as possible the evils of unfair competition and one of the best methods is to confine their sales to legitimate Hardware jobbers.

Mr. Webster R. Walkley then delivered the following address which was received with the closest attention and frequent applause:

JOBBERS' ASSOCIATION AS VIEWED FROM AN OUTSIDE STANDPOINT.

By W. R. Walkley.

Mr. President and gentlemen:

You know that I lack the inspiration of yesterday morning when so many ladies were present and you further know that the address which I prepared for yesterday is hardly suitable for today. Yet I am pleased to meet so many of you and bear you the heartiest congratulations.

As we have just passed through that delightful season which we denominate the Indian Summer, wherein the days have been mellow, lightened and brightened with the warm Autumn sun, and wherein the nights have been gloriously beautiful as the full orbed moon and stars from their golden throne, have breathed sweet peace over the world so we come from a period of unwanted activity wherein the hand of labor has been busy in the field, in the shop and in the mill, and every department of human enterprise and ingenuity has echoed the shrill whistle of progress and the hammer strokes on the anvil of determined success.

THE SUN OF PROSPERITY

has shone athwart all our land. The orchards have yielded lucious fruit, the earth abundant harvests, the mines untold wealth of iron, silver and gold. It has been an era of peace and peaceful pursuits. All the avenues of commerce on the land and on the seas have been crowded with cars and ships laden with the world's traffic. The history of these passing years seems almost a fabulous tale. Bubbles of hope have been inflated till they appeared like mammoth baloons; their covering of silk or canvass has been painted in rainbow colors, and alas how sore have been the disapointments as the gas escaped and the air ship collapsed. It has been

AN ERA OF TRUSTS OF PRODIGIOUS ENTERPRISE,

of schemes and schemers wearing the livery of light yet as dark as the blackest night. An era of thought and discovery, of investigation and criticism, of sowing and reaping. Out from these years of battles and doubt, out from the experiences which have tried mens' souls, out from the gilded promises which tempted and allured, out from possibilities which dazzled and dizzied we have gathered to-day to take up the threads of your legitimate business and discuss questions bare as the rock of Olympus.

A theme has been assigned me. I have no choice. I come as your guest, and I am asked plainly to say to you what I may, or do think of you. Is it not too early in the session to answer that question? Shall I have the same opinion of you to-morrow as I have to-day? When the roar of the ocean has filled your ears, and the eloquence of these orators has inspired your souls, and the waters of the Rudolf have quenched your thirst will one's judgment be the same as to-day? But as I understand my theme, you ask me to say what I think of you to-day, and not what I shall think of you to-morrow. If after the manner of the preacher I should choose a text, may I not with propriety select one like this: "And the eye cannot say to the hand, I have no need of thee. Or again, the hand to the feet, I have no need of you."

As manufacturers we are part of the same body, as dependent upon the jobbers to bring to a successful issue our plans; to obtain certain results, that may crown

THE THOUGHT AND EXPERIENCE BORN OF INGENUITY AND SUCCESS,

as the will is upon the brain or feet to accomplish its desires. The thought of the mind, involving the brain, must have power and means of execution. Hence, when parts of the same body are represented here, supplementing and aiding each other, both are necessary to a complete and healthy organization. This is a self evident truth. Perhaps how best one part may assist the other may be the proper theme for discussion. Each of the classes denominated in the theme is well defined and undrestood, yet sometimes an attempt is made by one to absorb or include the other—manufacturers become jobbers; jobbers attempt to become manufacturers, and I am told that some firms represented here belong to both of these associations. Oil and water will not mix. It is an unwritten law in chemistry that when one element is add-

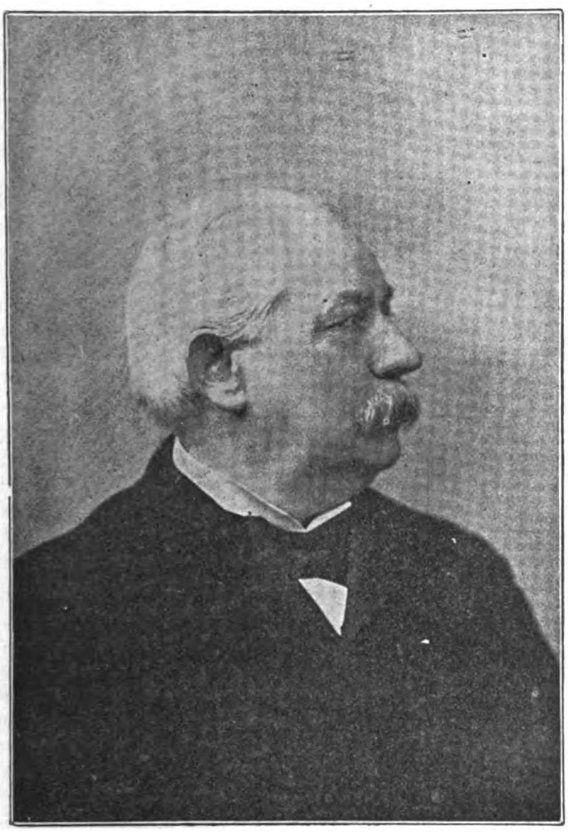
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ed to another, explosion results, hence I do not think the business interests of trade are best served by this co-mingling, yet I do not fail to recognize the tendency of the hour. I may say, of those houses who conduct a strictly jobbing business, attempting to sell only to the legitimate jobbers goods of their product, that they should expect an allegiance on the part of the jobbers to help introduce articles new in design or construction.

If I speak plainly to you, gentlemen—you understand there are two causes open for me, first, I can compliment you, as I can justly; secondly, if I speak my mind I must speak it fairly though you differ from me. I say then,

AS MANUFACTURERS, WHAT HAVE WE TO EXPECT FROM THE JOBBERS?

There are certain manufacturers whose trade almost exclusively is with the jobbing trade. In former years when any article was introduced, we said to the jobber, "We have made a new washing machine," and the jobber said at once, "Send us so many, if we find them salable we will do all we can to introduce them," hence the manufacturer came into direct contact with the jobber, who distributed his goods among the retailers and everything was quite satisfactory. Now what



HON. W. R. WALKLEY.

is the result? A leading manufacturer may go to his jobber to introduce a new article and he says, "I have so many of that kind, or similar kinds that I cannot take hold of it; when you create a demand for it I will be glad to purchase it from you." You jobbers who are discussing the question of selling to retailers must remember that if you wish the manufacturer to keep away from the retailers you must do all you can to introduce goods and as far as you can obtain the prices which he may designate at which these goods must be sold. Yet I know when you have purchased goods you have a right to dispose of them as you please; but for harmony of action between jobbers and manufacturers, who absolutely control certain products, I think it is fair for the manufacturer to expect the jobber to say to the manufacturer, "I am glad to see this article; I don't know its value; I don't know whether it will take or not in the trade," but at least the jobber should be willing to try and distribute that article by his salesmen. Then the manufacturer did not go to the retailer, he need not canvass up and down the States, but your salesmen will take the article; you will give a fixed price at a profit. The manufacturer is quite well satisfied. But if on the other hand, you say to him, to go and create a demand, there is nothing left for him to do but to go directly to the retailer. This can be largely stopped by this course of action.

I think further that the manufacturer should not expect the jobber to pay for those goods, if he found them unsalable. I think the

MANUFACTURER SHOULD GUARANTEE

if these goods are not salable on the introduction of a new article, he will protect them from loss. I think every manufacturer would be willing to do that. (Applause).

Then the interest of the jobbers to take hold of new articles is strengthened and he is induced to do the best he can to distribute them among the retail trade, and the manufacturer has no business whatsoever with the retailer. (Applause).

Another thing the cost of introduction to the manufacturer who does a legitimate business is less than it is if he attempts to distribute his goods up and down through the land to the retailers, hence he can afford to make a lower price to the jobber than if he distributes those goods himself.

I heard your discussion yesterday, in regard to department and

CATALOGUE HOUSES.

I sympathize particularly with the retailers. I think they have cause of complaint.

While in Chicago the other day, a gentleman connected with one of the leading houses showed me certain prices, quoted by a catalogue house. He said some of them were less than he could buy them at. If I were a retailer to-day, I would say, "I will meet every single price named in any catalogue sent out by these catalogue houses." You can do it, gentlemen. First it is cash, no discounts. If an article is offered at $1.50, the express from New York or Chicago is 25 cents or 50 cents say, to your customer for that amount plus the expressage. I will deliver you the same goods, meet the competition boldly, fairly and squarely and you can in a large way conquer it. On the other hand, I believe as sure as I stand here that the department stores and catalogue houses are here to stay and I do not believe all the legislation on the part of any association can drive them from the market. I remember distinctly of a house which several years ago could not get credit for $300. To-day this house is selling two and one-half millions a month. They have grown in spite of competition. They have cash to pay for their bills. Twenty-five years ago they were poorer than I was. To-day they are riding in carriages and have untold wealth. The way for you to meet that competition fairly and squarely to meet the prices, which can be done by every legitimate Hardware dealer in the United States, and can be done at a profit. There may be some exceptional articles on which dealers will even lose a little but that is the way, I think, to destroy competition. Because these large buyers will obtain their goods in some way, as you said yesterday. Even some jobbers furnish them by securing a surplus stock and delivering it to department stores.

JOBBERS' CATALOGUES.

Another thing I think the manufacturers may ask of the jobbers fairly and squarely—of every man that is publishing and printing catalogues should pay for it; that it should be a part of his expense account the same as a manufacturer makes it a part of his expense account. (Applause).

The organization of labor does not affect you as materially as it does the manufacturer. The manufacturer in New England and through the west are up against a big proposition. You see what the laboring classes are demanding in the cities. You see what the labor unions are demanding in the street car strike in Chicago—that they shall hire and discharge men only upon approval of the executive committee of the labor union. You see how they dictate that when they are sick the company shall pay for it and they select their medical attendants. Now these organizations are becoming very significant and they are occupying a very prominent position in the history of manufacturing and of industrial enterprises in America. Now, I am a friend of labor. I am the son of a mechanic. My father hardly earned a thousand dollars a year and yet he sent three sons to college and he died without owing anyone and left a home as admirable as any in the community in which he lived. I stand in the

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DEFENSE OF LABOR.

I believe that every laborer who can earn $20 a day should have it. I stand for the men who build and construct and dig and for the farmer that produces the crops from which we derive all our prosperity. I stand in defense of all the labor interests of the community. I believe in good wages, but I believe that some men are worth one dollar and some are worth $20, and the employer of the labor must determine the value of the man's service. (Applause). I think labor organizations to some extent have benefited the wages of the laboring class, but when labor takes hold of our patriotism; when the labor unions say to the men that belong to our national guards, "You must be expelled from our association or you must give up the national guard"—when labor unions largely made up of foreign element put their hands upon the flag of our country, then, gentlemen, we must say hold back, hold back, patriotism and its bonds are stronger than labor unions and we are patriots above party. (Applause).

There are a great many questions that come to us as my text says, "The hand cannot say to the feet I have no need of thee." The manufacturers and jobbers must certainly work together in harmony. There are no differences. Your interests are our interests. Your success is our success. Your prosperity is our prosperity. None of us are in business for our health. We are in business to profitably and squarely obtain a living and more if we can in the conduct of a legitimate business. Let us as manufacturers make our goods and sell them to you at fair and equitable prices. Let us distribute our goods as manufacturers through the jobbers. Let the jobbers understand that they must furnish our goods at a fair profit to the retailers and in this way one helps the other. There are so many phases of this life, there are so many elements that enter into this body—so many differences of opinion that we cannot all agree, but I think the very basis of success—the very elements that make up this great organization of Hardware manufacturers, dealers and retailers as fine a body of men as can be collected. They are patriots; they are honest. It has been said that in no department of business is there so much capital and so much talent employed as in the Hardware business with so little results. We do not make, gentlemen, in the conduct of our business the profits that are made in other departments—of dry goods or in silverware, or in almost every other thing you may name. The legitimate Hardware dealers are not getting inordinately rich out of the business.

I listened yesterday to that list of noble heroes, most of whom I have personally known, who have fallen during the year. You honored them by rising in respect to the memory of their good deeds. It may not be unfitting that I speak of two or three others, which came to my mind since I heard this list read—perhaps they may not be members of your association. I want to mention Mr. Hibbard, perhaps the nestor of the Hardware trade, whom I knew for more than a quarter of a century, a man of iron and steel with a touch as tender as a baby, lifting up men; a man of great charities. He has fallen. Mr. Isaac W. Morton, of St. Louis. He has fallen out of the prime of life. Mr. Harry Blossom, of Cleveland, O. He, too, has been laid to rest. Mr. Hart, of Louisville. He accumulated a fortune. He has gone. Mr. Mortimer C. Ogden, of New York. He, too, has fallen. I stand in the shadow of a great sorrow, walking in the valley of death, as my son has been called since your last meeting.

So I say, gentlemen, in all these great problems of life remember that we are fast passing on. There are questions upon which we may differ. There are questions which may arise for debate and discussion. They are proper and light may be thrown upon them, but, gentlemen, there are vital questions upon which we do not differ. They are as much above the ordinary questions as patriotism is above party. They are the principles of integrity, of honesty and fair dealing; of honest conduct of man to man. Truthful statements should characterize the Hardware business in every department. Upon these foundations let us build that structure whose summit will reach to the skies and its basis shall be upon the solid rock of truth and justice. (Applause).

The coming generation of young men, I plead for them, that they shall be worthy of the trust imposed upon them. My whole speech, gentlemen, must be for truthful statements, for honest conduct of business, for the building up of a character which shall stand in the storm and that shall endure unto the end. One ship strikes east; another strikes west by the selfsame wind that blows. It is the set of the sails and not the gales which tell which way she goes. (Applause).

Mr. Frank R. Dickerson was next introduced. He spoke as follows:

JOBBERS' ASSOCIATION AS VIEWED FROM AN OUTSIDE STANDPOINT.

By Frank R. Dickerson.

Mr. President and Gentlemen:

You will appreciate the diffidence with which I, a guest of a Jobber's Association, approach the subject assigned for discussion. The subject is so vast that it is hardly practicable to do full justice in ten minutes or so, but perhaps we may discuss it at greater length another time. You recall the mother who went to the photographer to see about having pictures taken of her children, and to inquire whether there was sufficient daylight after school hours at this season of the year to have them taken. The photographer said there was and that he would be glad to take them any afternoon. She inquired the price and received the reply, $3 a dozen. She then said, "I have only eleven, I guess I had better come next year." If you ask me, perhaps I will come next year.

A Jobber's Association is a piece of human machinery by which certain results are obtained more readily than could otherwise be accomplished. In the investigation of a piece of machinery, we want to know the principle on which it is built, the details of the methods by which it works and then the results.

SOME PEOPLE LOOK ONLY AT THE RESULTS

without inquiring the principle by which it is obtained, or the methods used to accomplish the work. Let us examine this piece of human machinery, glancing first at the principle on which it is founded, then at the methods used and finally at the results.

All commerce is founded on gain, or profit, but gain may be developed along two lines, self love, or selfishness. Self love cannot be eliminated from commercial affairs; but selfishness should not be allowed to dominate. Selfishness exalts the affairs of the individual above those of his fellow; self love permits that in seeking individual gain the rights of one's neighbors be not infringed or curtailed. The Association is founded upon self love, not on selfishness.

THE ASSOCIATION SEEKS THE GOOD OF ALL,

but not the good of one at another's expense. The Association and its aims will not appeal to a man whose nature is selfish—nor to him whose motto is greed. The member of the Association will be one willing to co-ordinate his own interests with those of his neighbors; one who recognizes that the rights of his peers are equal to his own.

Another contributing principle on which the Association is founded is the increase of power by united action, as against individual action. It is a case of "United we stand, divided we fall." Power is to be admired only when wisely administered, but the history of most all of the Jobber's Associations is that the power which they wield has been used wisely, and especially is this true in the case of the National Hardware Association.

If the power be applied in favor of that which is honorable and for the best interests of the community, it is something which may well command our admiration, and, therefore, I find myself to be one of your admirers. That power can be manifested in two ways; by precept and by example, and as each individual contributes his part toward the whole Association, so as the

INDIVIDUAL MEMBERS OF THIS ASSOCIATION HAVE TAKEN THE HIGHEST MORAL GROUND

for their actions in so far have their deeds tended to add lustre to the honorable mention of the National Hardware Association.

While it is easier for most people to express noble thoughts than to act noble deeds, yet the fact that one is committed in the Association to the honorable course there enunciated will give individual support to such a line of action as is for the highest good of all.

I know that there has never been uttered from the plat-

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form in these conventions a single thought tending to dishonor or corruption, and it is improbable that any speaker would ever dare to insult the members of the Association by any ignoble sentiment; but if in the future it might happen that disreputable sentiments should be uttered publicly from a platform of the Jobber's Association, I am confident that such a speaker would be consigned to the ignominy which he would richly deserve.

The President of a University recently said: "Mercantile honor is not unknown, but it is relatively rarer than heretofore." I believe the learned gentleman is mistaken, and would have been nearer the mark had he said:

MERCANTILE HONOR HAS NEVER BEEN RARE IN THIS COUNTRY,

but is relatively more frequent than heretofore, and the Associations of merchants are responsible for a higher standard of commercial integrity than ever before.

Turning to the methods by which the machinery is moved, a manufacturer is not often eager to show a visitor all the details as to how this is accomplished. Similarly, these Jobber's Associations do not permit the outsider a view of the inside workings, and, therefore, it is that you cannot expect an outsider to speak critically on this branch of the subject.

If we use the simile of the engine, we know that motive power is steam, generated in the boiler, so in an Association of merchants energy comes from the men and those men are the officers of the Association and those who act on the various committees. If they are wise and energetic, it will



FRANK R. DICKERSON.

show in the success of the Association and their enthusiasm will be communicated to the other members and thus insure a prosperous life to the Association. For this reason the members of an Association are careful in choosing their officers and the members of the standing committee, for upon them depends to a large extent the success of the organization.

If we examine a steam engine, perhaps the most notable feature to the casual visitor is the flywheel, that great large round wheel which apparently does nothing, but by which the engine is regulated, and so in this Association we see a large round body apparently doing nothing, but regulating the whole, and we call that large rotund body the secretary-treasurer. There is one difference, however, between the flywheel of an engine and the secretary-treasurer of the Jobber's Association; the flywheel operates noiselessly, but the secretary-treasurer is never quiet.

We might continue to examine the interior workings of the Jobber's Association, but for an outsider to attempt to go further might lead to dismal failure.

Let us now then turn to the results accomplished by this piece of human machinery, which is called a Jobber's Association. We have noted the power of such an organization, and naturally

THE FIRST EXPRESSION OF POWER IS ON THE LINE OF NATURE'S FIRST LAW—"SELF-PROTECTION."

So the power is exerted to protect the Association and its members from any adverse action on the part of the outsider. It has helped the individual to a greater extent than he could help himself, and has compelled the outsider to respect the Association and its individual members. Another result of power has been to correct abuses, some of long standing in the trade, and abuses which the individual member could not have corrected alone and unsupported. As we thus in an Association learn to know our fellow countryman better, we learn to like him better and hence to love the country which has given to us both our lives.

PATRIOTISM IS ENCOURAGED AND BECOMES A LIVING THING,

so that the glorious emblem of our country arouses enthusiasm and our love whether seen at home or abroad; therefore, the Jobber's Association, without intention, perhaps, but none the less surely, tends to make patriots, and also to make better citizens of us all.

Meeting in the friendly spirit as the members do, each one learns that his competitor is better, perhaps, than he thought. He learns to respect the other man for what he is and not for what he estimated him to be as a competitor. This friendly spirit is a wonderful power for good, and has a powerful influence in cementing the ties which bind us together. No one can attend these meetings without making stronger the ties of friendship which already exist—without making new friends among those who formerly were mere acquaintances.

Should the day come when that which we have so often seen in the past is to be repeated, when failures in business are not uncommon, I am sure

THESE ASSOCIATIONS WILL HAVE A SPLENDID INFLUENCE ON THE MERCANTILE COMMUNITY.

Where there is an honest failure in business, or where misfortune has overtaken a firm, it is certain that many members of these Associations will sympathize, and a helping hand will be readily extended. But it is also absolultely certain that where chicanery and deceit have been practiced, such a guilty party will be "sent to Coventry" by the members of these Associations, and in such a way as to prevent a repetition of his evil deeds.

Another result of the Jobber's Association is on the social side also, but I feel that any words I might utter would be but poor tribute to lovely woman, who graces by her presence these annual conventions. Where she comes she brings refinement, she brings peace and love and harmony. We love her and love to have her with us. Woman now has for years been taking her place in the commercial life, and it is only fitting that as she has some of the work, she should also have some of the joys. Whether they be our wives, or our sweethearts, our mothers or our daughters, we welcome them to our midst. We are glad of woman's presence, for she diffuses a halo of grace and beauty around these meetings of the Jobber's Association.

Mr. Dickerson referred to the question of settling differences between the manufacturers and the Hardware jobbers and dealers. He said the best organization through which to secure results was the National Hardware Association. He instanced the results that had already been achieved in the adjustment of trade difficulties by that organization. He expressed the opinion that theq were inspired by the highest motives; that their success was largely due to the care exercised by them in selecting their executive officers. He referred to the increased attendance of the ladies at the meeting of the conventions and the refining influence of their presence.

Mr. Oliver Williams, of the Bryden Horseshoe Co., addressed the associations. He read a list that had been prepared by a trade paper showing the percentage of other goods than Hardware that were sold by the retail Hardware trade. He spoke of the increasing tendency of Hardware dealers to add to their line of goods articles that were not legitimately a part of that trade; that it was a very difficult matter to draw the line as to who should be called a legitimate Hardware dealer and who should not.

Mr. Brace Hayden, of San Francisco, addressed the meeting on behalf of the legitimate jobber. He urged upon the manufacturers to confine their sales to legitimate Hardware dealers, or those who made this business their principal occupation. He said this action on the part of the manufac-

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turers would tend to build up the legitimate Hardware dealer and thus distribute the goods through the natural channel. Remarks were made by Mr. Hostetter, of Omaha, on the condition of the Hardware trade at Omaha. H. H. Bishop, of Cleveland, also Mr. Chas. W. Asbury spoke on the subject.

Before adjournment Mr. F. S. Kretsinger, of Cleveland, offered the following resolution:

Resolved, That at this joint meeting of the National Hardware Association and the American Hardware Manufacturers' Association we admit a debt of gratitude and we most heartily tender to the Reading Hardware Co. our sincere thanks for the pleasure afforded us and our friends by the delightful and beautifully rendered music by the Ringgold Band.

The resolution was seconded and adopted by a rising vote.

The associations then took a recess until the next morning at 10 o'clock.

Friday.

The manufacturers assembled in executive session at 10 A. M. and elected the following officers:

J. C. Birge, St. Louis Shovel Co., president.

Henry B. Lupton, Oliver Iron & Steel Co., vice-president, in place of Mr. Birge.

F. D. Mitchell was re-elected secretary-treasurer.

C. W. Asbury was continued as chairman of the Executive Committee, and in the place of Messrs. Lupton, Holt, Landers and Clark, the following were appointed: E. B. Pike, Pike Mfg. Co.; Geo. P. Hart, Stanley Works; Wm. M. Pratt, Goodell-Pratt Co.; E. G. Buckwell, Cleveland Twist Drill Co.

The following manufacturers and representatives were present:

D. A. Merriman, T. H. Taylor, T. B. Coles; American Steel and Wire Co., Chicago, Ill. Chas. L. Gilpin; American Sheet Steel Co., New York City. Frank Dickerson, Edward H. Brooks; American Tin Plate Co., New York City. F. S. Kretsinger, J. A. Carter; American Fork and Hoe Co., Cleveland, O. Wm. G. Smithe; American Screw Co., Providence, R. I. George Reuter, Jr., G. H. Jantz, James Richens; The American Wringer Co., New York City. N. A. Gladding, W. L. Sandford, J. F. Carey; E. C. Atkins & Co., Indianapolis, Ind. Henry G. Atha, Edward Ingalls; The Atha Tool Co., Newark, N. J. Henry W. Avery; The Avery Stamping Co., Cleveland, O. Alfred W. Barnett, Henry W. Scattergood, Tom Almgill, Joseph M. Hottel; G. & H. Barnett Co., Philadelphia, Pa. S. G. Gilfillan; Belfont Iron Works Co., Ironton, O. Charles B. Adamson; Baeder, Adamson & Co., Philadelphia, Pa. H. B. Lashar; The Bridgeport Chain Co., Bridgeport, Conn. A. E. Bronson, E. A. Walton; The Bronson-Walton Co., Cleveland, O. Wm. Brusstar; The E. & G. Brooke Iron Co., Birdsboro, Pa. Oliver Williams; Bryden Horse Shoe Co., Catasauqua, Pa. R. H. Plumb; Buffalo Bolt Co., Buffalo, N. Y. J. W. Brainard, James B. Bonner; Carnegie Steel Co., Pittsburgh, Pa. G. D. Waterman; Henry Cheney Hammer Co., Little Falls, N. Y. H. W. Caldwell; Cleveland Stone Co., Cleveland, O. E. G. Buckwell; Cleveland Twist Drill Co., Cleveland, O. R. B. Jones; The Clyde Cutlery Co., Clyde, O. Charles Glover, Clarence A. Earl, A. W. Bowman; Corbin Screw Corporation, New Britain, Conn. C. M. Jarvis, W. E. Bartholomew, George A. Overton, George L. Haven, William Bishop, C. B. Parsons, C. H. Parsons; P. & F. Corbin, New Britain, Conn. Geo. W. Corbin, Geo. L. Corbin, C. H. Baldwin, Geo. F. Taylor, E. C. Griswold; Corbin Cabinet Lock Co., New Britain, Conn. John R. Hoagland; Chicago Hardware Co., Chicago, Ill. W. C. Davenport; W. H. Davenport Fire Arms Co., Norwich, Conn. H. B. Plumb, G. W. Carter, C. W. Plumb; Eagle Lock Co., New York City. Chas. W. Asbury; Enterprise Mfg. Co., Philadelphia, Pa. Robert Garland; Garland Nut and Rivet Co., Pittsburg, Pa. Chas. J. Graham; Graham Nut Co., Pittsburgh, Pa. D. H. Goodell, R. C. Goodell, A. W. Bond; Goodell Co., Antrim, N. H. Wm. M. Pratt; Goodell-Pratt Co., Greenfield, Mass. Grafton Stone Co., Elyria, O. G. E. Needham; The Gary Iron and Steel Co., Cleveland, O. Williston B. Penfield; The Hamilton Rifle Co., Plymouth, Mich. Norman P. Cooley; Hart & Cooley Co., New Britain, Conn. The Hazard Powder Co., New York City. Paul E. Heller, Elias G. Heller; Heller Bros. Co., Newark, N. J. Charles B. Lee, Edward E. Perry; Hopkins & Allen Arms Co., Norwich, Conn. Ralph H. Binns, Geo. V. Wilson; Hussey-Binns Shovel Co., Pittsburgh, Pa. E. W. Zinsmaster; Hubbard & Co., Pittsburgh, Pa. J. T. Rader; International Cutlery Co., Fremont, O. J. Lovell Johnson, Thomas Ellis; Iver Johnson's Arms and Cycle Works, Fitchburg, Mass. George G. Price; Kelly Axe Mfg. Co., Alexandria, Ind. E. W. Mudge; La Belle Iron Works, Steubenville, O. George M. North; The Lamson & Sessions Co., Cleveland, O. Charles F. Smith, George M. Landers, James N. Stanley; Landers, Frary & Clark, New Britain, Conn. F. W. Davis; Lake Erie Iron Co., Cleveland, O. A. W. Walker, Chas. S. Meacham; Lovell Manufacturing Co., Erie, Pa. H. G. Hollis, S. B. McGee; The Lufkin Rule Co, Saginaw, Mich. Hugh McCaffrey, Edward V. McCaffrey, Joseph J. McCaffrey; McCaffrey File Co., Philadelphia, Pa. Joseph R. Mann; Mann Edge Tool Co., Lewistown, Pa W. S. McKinney, C. M. King; McKinney Mfg. Co., Allegheny, Pa H. A. Curtis; Meriden Cutlery Co., Meriden, Conn. F. D. Mitchell, Secretary-Treasurer, "A. H. M. A." Philadelphia, Pa. Edward S. Jackson; Miller Lock Co., Philadelphia, Pa. E. P. Stoughton; Millers Falls Co., New York City. J. A Hurdle; Charles Morrill, New York City. Thomas Devlin, Wm. John Devlin; National Hdwe. and Malleable Iron Works, Philadelphia, Pa. Wm. J. McCurdy; Never Slip Mfg. Co., New Brunswick, N. J. Wallace L. Pond, E. D. Fisk; Nicholson File Co., Providence, R. I. J. E. Williams; National Screw and Tack Co., Cleveland, O. R. H. North, A. C. Albrecht; North Bros. Mfg. Co., Philadelphia, Pa. H. C. Noble; North & Judd Mfg. Co., New Britain, Conn. W. T. Norton; Norton Tool Co., Cleveland, O. Wm. E. Jones, Wm. G. Miller; Ohio Tool Co., Columbus, O. Henry B. Lupton; Oliver Iron and Steel Co., Pittsburgh, Pa. P. B. Noyes; Oneida Community, Ltd., Kenwood, N. Y. W. H. Lyon; The Charles Parker Co., Meriden, Conn. J. S. French, T. H. Keller, Geo. R. Benjamin; The Peters Cartridge Co., Cincinnati, O. E. B. Pike, E. Bertram Pike, H. E. Smith, E. Warren Smith; The Pike Mfg. Co., Pike Station, N. H. F. H. Forman, Tom T. Johnson, Wm. Taylor, W. C. Reitz; Pittsburgh Steel Co., Pittsburgh, Pa. Pittsburgh Screw and Bolt Co., Pitsburgh, Pa. Fayette R. Plumb, Wm. R. Howell, J. J. Teeple; Fayette R. Plumb, Inc., Philadelphia, Pa. M. Harbster, Wm. M. Griscom, John E. Harbster, A. A. Gery, H. L. Boas, G. N. Jacobi, T. B. Hendrickson, W. H. Bennett, F. A. Schumacher, C. S Packard, George McCord; Reading Hardware Co., Reading, Pa. W. B. Johnson, G. W. Turney; Rome Manufacturing Co., Rome, N. Y. O. P. Schriver; O. P. Schriver & Co., Cincinnati, O. Daniel Simonds, J. E. Kelly, G. T. Curtis; Simonds Manufacturing Co., Fitchburg, Mass. John C. Schmidt; Standard Chain Co., Pittsburg, Pa. Fred. S. Merrick; Standard Horse Nail Co., New Brighton, Pa. R. M. Boutwell, S. L. Martin; Standard Horse Shoe Co., Boston, Mass. A. W. Stanley, Robt. N. Peck; Stanley Rule and Level Co., New Britain, Conn. George P. Hart, A. C. McKinnie, L. H. Pease; The Stanley Works, New Britain, Conn. I. H. Page, F. E. Muzzy, A. H. Griffin; J. Stevens Arms and Tool Co., Chicopee Falls, Mass. Julius C. Birge, Walter W. Birge; St. Louis Shovel Co., St. Louis, Mo. F. J. Schollhorn; The Wm. Schollhorn Co., New Haven, Conn. John E. Gaitley; Troy Nickel Works, Albany, N. Y. C. S. Van Wagoner, L. F. Blue, A. A. Fonda; The Van Wagoner Co., Cleveland, O. J. D. Warren, W. H. Hogg.; J. D. Warren Mfg. Co., Chicago, Ill.

Among the visitors were the following:

Irby Bennett, Memphis, Tenn. A. C. Barrell, New York. Wm. C. Biddle, New York. W. C. Bigelow, New York. Frank R. Blauvelt, New York. W. P. Boganus, Mt. Vernon. A. Eugene Bolles, New York City. C. B. Carter, Knoxville, Tenn. W. H. Cole, New York. F. E. Corey, Newton Falls, O. F. E. Corey, New York City. M. L. Corey, Argos. Sam. T. Crissy, New York City. Rev. John R. Davies, Philadelphia, Pa. Samuel Disston, Philadelphia, Pa. Alexis DuPont, Wilmington, Del. Jos. H. Grubb, Philadelphia. James Hardy, Toronto. Thomas Hobson, Philadelphia. Chas. W. Hubbard, New York. W. D. Hodson, Marion, Ind. Peleg Howland, Toronto. A. Sidney Jacobus, Passaic, N. J. Sidney P. Johnston, Chicago, Ill. James H. Kennedy, New York City. W. J. Lockwood, New York. Geo. N. Lukens, New York City. D. T. Mallett, New York. A. P. Mitchell, New York City. C. A. Needham, Cleveland, O. T. H. Newman, Montreal. Alex. A. Norton, Chicago, Ill. W. P. Obdyke, Philadelphia. Thomas Oliver, New York. W. B. Paulscraft, Pittsburg. H. H. Roberts, Chicago, Ill. J. T. Rountree, San Francisco, Cal. J. T. S. Kelley, Wilmington, Del. R. J. Slater, Montreal. Daniel Stern, Chicago, Ill. W. R. Walkley, New York. R. R. Williams, New York City. F. G. Wooster, New York.

Among the large number of ladies whose presence added so much to the enjoyableness of the convention were the following:

Mrs. Charles Allen, Philadelphia. Mrs. A. C. Albrecht, Philadelphia. Mrs. Tom Almgill, Philadelphia, Pa. Mrs. Charles W. Asbury, Philadelpria, Pa. Mrs. H. E. Barden, Wallingford, Vt. Mrs. H. B. Barden, Wallingford, Vt. Mrs. Henry W. Barnett, Philadelphia, Pa. Mrs. W. E. Bartholomew, New York. Mrs. J. C. Bauer, Topeka. Miss Bihler, Pittsburg. Mrs. H. B. Black, Chester, Pa. Mrs. H. L. Boas, Reading, Pa. Mrs. Irving D. Booth, Elmira. Mrs. C. F. Bragg, Bangor. Mrs. A. G. Brown. Mrs. H. W. Caldwell, Cleveland, O. Mrs. C. F. Carrier, Elmira, N. Y. Mrs. C. B. Carter, Knoxville, Tenn. Mrs. William Chamberlain, Portland. Mrs. C. D. Clark, Peoria. Miss Lucie B. Clark, Peoria. Miss Marie V. Clark, Peoria. Mrs. J. B. Cobb, Boston. Mrs. John Conover, Kansas City. Mrs. H. A. Curtis, Meriden, Conn. Mrs. Thomas Devlin, Philadelphia, Pa. Mrs. Samuel Disston, Philadelphia. Miss Edna Disston, Phila. Miss Dudley, Nashville. Miss Josephine Fernley, Philadelphia. Miss Hattie Fernley, Philadelphia. Miss Josephine Fernley, Philadelphia. Mrs. John E. Gaitley, Albany, N. Y. Mrs. Robert Garland, Pittsburg, Pa. Miss Alice G. Garland, Pittsburg, Pa. Mrs. John E. Harbster, Reading, Pa. Mrs. Arthur C. Harvey, Boston. Mrs. T. B. Hendrickson, Philadelphia, Pa. Mrs. F. W. Hurty, St. Paul. Mrs. George I. Irvin, Baltimore. Mrs. G. N. Jacobi, Reading, Pa. Mrs. C A. Jewett, Cleveland. Mrs. R. A. Kirk, St. Paul. Mrs. C. A. Knapp, Sioux City. Mrs. R. O. Kohler, Catasauqua, Pa. Mrs. F. S. Kretsinger, Cleveland, O. Mrs. W. J. Lockwood, New York. Miss Lockwood, New York. Miss Jeannette M. Lupton, Pittsburg, Pa. Mrs. F. P. May, Washington. Mrs. Wm. J. McCurdy, New Brunswick, N. J. Mrs. W. S. McKinney, Pittsburg, Pa. Mrs. F. D. Mitchell, Philadelphia, Pa. Mrs. F. E. Muzzy, Chicopee Falls, Mass. Mrs. R. H. North, Philadelphia. Mrs. G. A. Overton, New York. Mrs. L. H. Page, Chicopee Falls, Mass. Mrs. W. B. Paulscraft, Pittsburg. Mrs. William C. Peters, Philadelphia. Mrs. E. B. Pike, Pike Station, N. H. Miss Katehrine Pike, Pike Station, N. H. Mrs. Wm. M. Pratt, Greenfield, Mass. Miss Grace Ames Rader, Clyde, O. Mrs. George Reuter, Jr., New York. Mrs. H. G. Reynolds, Dixon, Ill. Miss Lucile Reynolds, Dixon, Ill. Mrs. H. H. Roberts, Chicago, Ill. Mrs. John H. Robbins, Boston. Mrs. Daniel Simonds, Fitchburg, Mass. Miss Stern, Chicago, Ill. Mrs. P. E. Strauss, Boston. Miss Supplee, Philadelphia. Miss Frances Supplee, Philadelphia. Mrs. Rudolph Tenk, Quincy. Mrs. G. W. Trout, Chicago. Mrs. H. W. Waite, Boston. Mrs. W. Q. Wales, Boston. Mrs. W. R. Walkley, New York. Mrs. H. L. Doten, Boston.

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The Banquet.

Friday evening, at 8.30 the delegates and visitors assembled in the large dining room of the Rudolph and partook of the annual banquet. Covers had been laid for nearly 500 people, and by actual count there were 414 seated. The presence of an unusually large number of ladies added greatly both to the beauty of the scene and enjoyableness of the occasion. At no previous convention has there ever been so large an attendance of the wives, daughters and sweethearts of the Hardwaremen, and much favorable comment was aroused owing to this fact.

At the speakers' table, which was placed upon a platform lifted above the others, sat the following well-known men: Robert Biddle, T. James Fernley, W. W. Supplee, John Bindley, Mayor Stoy, of Atlantic City; James H. Kennedy, Geo. Henry Sargent, Willis L. Moore, chief of the weather bureau; Charles Emery Smith, Retiring President Plumb and President-elect Birge, of the Manufacturers' Association; Retiring President Kirk and President-elect Bigelow, of the Jobbers' Association; F. S. Kretsinger, H. H. Bishop, Brace Hayden, John C. Koch, John Freeman and Chairman of Reception Committee H. B. Lupton.

The following menu was served in the usually skillful manner of the Rudolph management and was greatly enjoyed by all:

Menu.

Canape Caviare
Blue Point Oysters — Amontillado
Black Bean Soup — Sauterne
Olives — Celery — Radishes — Salted Almonds
Broiled Bluefish Maitre D'Hotel
Sliced Cucumbers — Pommes Noisette
Lobster a la Newburg
Punch Parfait Amour — Cigarettes
Fried Spring Chicken, Maryland Style
Julienne Potatoes — Brussels Sprouts — G. H. Mumm & Co.s Extra Dry
Lettuce and Tomato Salad
Neapolitan Ice Cream — Fancy Cake — White Rock
Roquefort and Cream Cheese
Toasted Crackers
Demi Tasse — Cigars

When coffee was served the distribution of the Bronson-Walton "Never-Burn" Cigars created a great deal of merriment. As the cigars that would burn were distributed, Mr. Lupton arose and in a few well chosen remarks, introduced Fayette R. Plumb toast-master of the evening.

Mr Lupton spoke of the evolution of combinations, starting with families in the days of the patriarchs and ending with the great organization of the present day. He spoke forcibly concerning the value of associations such as were represented on this occasion, and paid a strong tribute to Mr. Plumb for his personal work in the advancement of the work of both the associations.

Mr. Plumb was greeted with great applause as he arose to thank the chairman for the honor conferred. In a few words he welcomed those present, especially the jobbers, who were the guests of the manufacturers on this occasion. He spoke briefly of the growth of the manufacturers organization which started in Cleveland two years ago with 50 members, and which now carries on its roll 175 of the strongest concerns in the Hardware business and which represent a capital larger than that of any other business organization in the world. He then introduced the new president of the Manufacturers' Association, Mr. Julius C. Birge, of the St. Louis Shovel Co.

As the new president gradually arose to his towering height, the banqueters prepared themselves for something good which always comes when Mr. Birge talks in public. After nearly convulsing those present with a number of stories, including a number of side remarks concerning Mr. Bigelow, Mr. Birge spoke feelingly concerning the hard work done individually by many members of the Manufacturers' Association for its advancement. He said in closing that it would be his highest ambition during his term as president of the Association, to hold the esteem of its members.

Toastmaster Plumb then introduced the new president of the Jobbers' Association, Samuel A. Bigelow, of Bigelow & Dowse, Boston. Mr. Bigelow, after accusing Mr. Birge of having stolen his thunder by watching him while he had been taking notes, stated in a more serious vein that it would be his ambition to bring the two Associations more closely together. He commented on the number of ladies that were present, and extended to them a hearty invitation to future conventions.

Toastmaster Plumb then introduced the main speaker of the evening, Charles Emery Smith, of Philadelphia. In his remarks, the Toastmaster referred with feeling to the close acquaintance which existed between Mr. Smith and our late lamented President McKinley.

That his remarks touched the hearts of the audience was shown by the fact that as Mr. Smith arose, a man arose from one of the tables and said: "I am a Southern man, but I wish to propose a toast to Mr. McKinley. I believe it a most opportune time for such occasion, and I suggest that we drink the toast standing." The banqueters needed only the suggestion for in a moment they were all on their feet and silently drank the toast to the memory of that President who had found a warm place in the hearts of all, regardless of party. Mr. Smith was very much affected by the tribute to his friend and thanked the banqueters in words full of deep feeling. He spoke briefly of President McKinley's desire throughout his entire life to establish a more substantial reunion of the North and South. It would be impossible to put in cold type the speech which Mr. Smith delivered on this occasion, that is, to print it in the manner in which it was given or to even suggest its effect on the listeners. We will, therefore, give only a brief sketch, covering a few of the most important points made. After speaking in a pleasant vein, he took up his subject, "Our National Development." He spoke briefly concerning the development of the world during the past several centuries; of the wars that had occurred and stated that the wars of the present day were not wars of cannon but wars of commerce. This is an era of gigantic revival; all nations, ourselves at the head, will struggle for control of trade, and while struggling for commercial control will struggle for control of the world. Thirty years ago, England held the sceptre of commerce, now we hold it. Our commerce is now three times as large as that of England, and as large as England, France and Germany combined. Our trade is growing twice as fast as that of these three nations. Last year the earnings of the people of the United States of all classes were equal in actual value to one-half of the accumulated wealth of the United States thirty years ago. The Americans are the greatest spenders; the greatest consumers, and the greatest producers. Notwithstanding their being in the lead as spenders, our gain in wealth amounts to six million dollars per day. In spite of Wall Street's frequent fits of indigestion because of their inability to assimilate indigestible securities, the body politic is sound and healthy, and will continue to move on in spite of temporary troubles or of clouds on the horizon of business. We are the great great self-sustaining people of the world. We are not in any particular dependent on any other nation. Mr. Smith then spoke of our great national resources; of the enormous beds of coal, iron and other minerals; and the fertile farm lands of the West and South, and said that notwithstanding the fact that we were well prepared for a commercial struggle, we must stand on guard to

PROTECT OUR INTERESTS.

We must take care of our commercial weapons. One of our chief weapons is reciprocity. Reciprocity may be extended to nearly all of the nations, if not quite all, but it must not in any respect interfere with home production. The Monroe Doctrine is the dominating law of the western hemisphere, and all the world respects it. We are going to dig the Panama Canal; (extended applause greeted this statement); we are going to control it; no bandits of Bogota or others can prevent it. In closing, Mr. Smith related an incident which occurred during the Chinese War, illustrating the fact that our flag is not the flag of a Czar, a Queen, or

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Kaiser, but that it is a flag of each individual citizen of this country. At the close of this story, the banqueters exhibited their patriotic feelings by arising in a body and singing "The Star Spangled Banner."

Willis L. Moore, Chief of the Weather Bureau at Washington, was then introduced. He opened his address by telling a number of exceedingly funny stories, then following the example of the other speakers, spoke concerning the presence of so many ladies at the banquet. He related several experience which he had during a trip in Europe as an illustration of the American man's deference to women and of the lack of it in many foreign countries. He stated that American citizenship was not degenerating and made a strong appeal for citizenship instead of partisanship. He spoke of the struggles of our forefathers, the pioneers of this great country and of their sterling qualities and aggressiveness, and closed by saying, "You can no more stop the growth of American citizenship and commerce than you can suspend the force of gravitation."

Mayor Stoy, of Atlantic City, welcomed the banqueters and visitors and congratulated them on having chosen Atlantic City as the place for their 1904 convention.

The last speaker on the programme was James H. Kennedy and notwithstanding the fact that it was long past midnight he had no trouble whatever in holding the closest of attention, and with his many witty remarks almost convulsing the banqueters with laughter. He told a number of very humorous stories illustrating the points in his address on the subject, "Hypnotism and Hardware," among them being a story, which he alleged was true, of the boyhood days of President Plumb. As a tribute to Secretary Fernley he read the following poem, claiming that it came from the pen of George H. Sargent:

"Ballads of the Hardware Trade."

Atlantic City lies serene
Where waves roll vain against the land,
And nothing there so fair to see
As Fernley strolling on the sand.

As Fernley, in the early morn,
At noon or on the edge of night,
Stands there in all his stately form,
And shuts the ocean from our sight,

The seagulls wing on noiseless flight;
The wild clouds flee in sudden wrath;
The waves flow up and flood the land,
When ponderous Fernley takes a bath.

The waves roll back and leave the shore,
As waves from ages past have done,
When Thomas rises from the surf
And stands erect beneath the sun.

Some men love honor; some love fame;
Some waste their years in search of pelf;
But Fernley when he bathes, but asks
The whole Atlantic for himself.

He closed by saying that something more than hypnotism joined the Hardwaremen together. They come to the convention because fraterity is their watchword, and in bettering themselves they have learned the noble lesson of doing good to others.

At the close of Mr. Kennedy's address, Mr. Asbury, chairman of the Executive Committee, spoke briefly concerning the addresses of evening stating that the banqueters had been entertained, educated, uplifted and made better citizens. He moved that a rising vote of thanks be extended to the speakers. This was carried unanimously.

SOUVENIRS.

E. C. ATKINS & Co. gave a handsome desk match safe, a very useful article, especially for smokers.

J. STEVENS ARMS & TOOL Co., gave a Franklin Fountain Pen properly inscribed with the Stevens firm name. The pen with filler was enclosed in a neat box printed in two colors. The demand for this souvenir was so great that the supply was entirely exhausted.

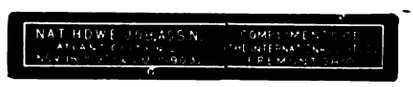
TENGWALL FILE & LEDGER Co., Chicago, gave memorandum books with leather covers. The binding being the same as used on their famous ledgers.

SIMONDS SAW Co. gave a leather backed memo pad, an article considered very useful by the recipients.

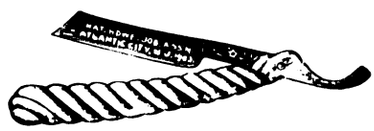
ACME SHEAR Co., of Bridgeport, Ct., represented at the convention by John T. Richards gave out "Acme" scissors.

J. C. PEARSON Co., Boston, gave japanned match boxes.

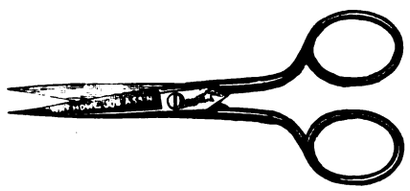
THE INTERNATIONAL CUTLERY Co., Fremont, O., represented at the convention by J. T. Raeder, gave two very useful souvenirs. One was a Wave Ivory Handle Corn Razor, their



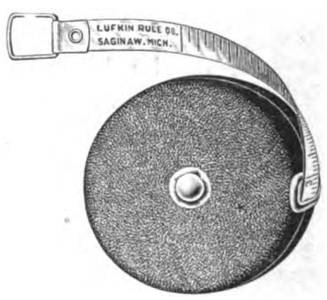
regular No. XX, which we illustrate herewith made of the



finest steel enclosed in a red morroco box. The other souvenir was a pair of "Star" brand scissors which we also illustrate.



LUFKIN RULE Co. gave a very handsome steel tape which we illustrate herewith. This article has just been placed on the market by the firm and the fine quality of workmanship



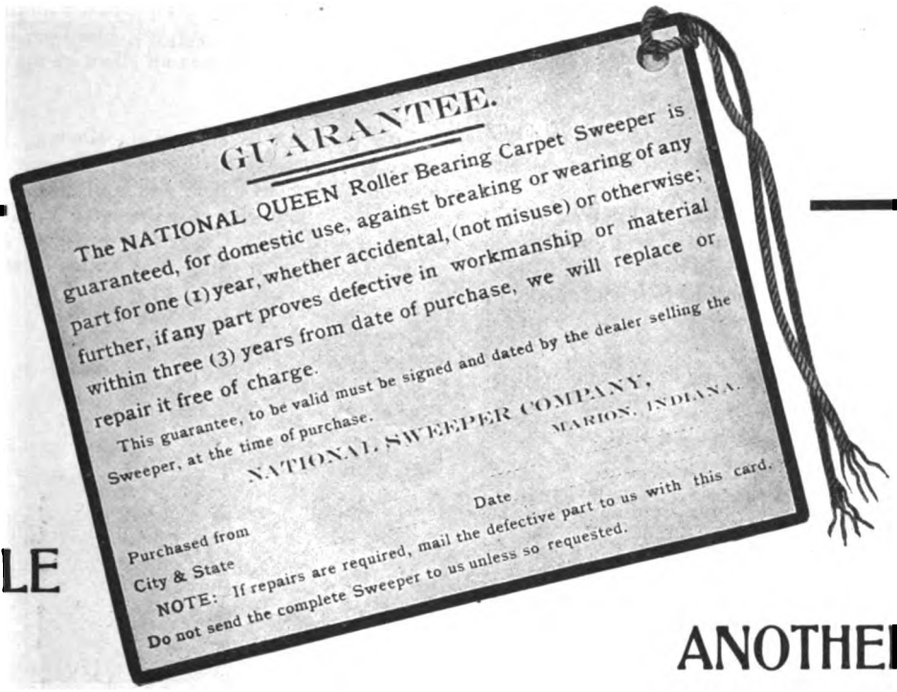
on this souvenir is an illustration of the care used by the Lufkin Co. in turning out goods.

S. R. DROESCHER of New York gave a pocket knife of very convenient size.

SMITH & HEMMENWAY of New York gave a souvenir which no doubt proved useful to many of the visitors. It was a celluloid case properly inscribed with a reproduction of the "Green Book" cover, containing court plaster.

The trade mark "Never Burn" used on the goods of the BRONSON-WALTON Co., of Cleveland, will be indelibly impressed on the memories of the smokers of the convention. At the banquet on Friday night after coffee had been served the guests were each handed a very excellent (appearing) cigar. Around each cigar was a paper band on which appeared the trade mark "Never Burn." The odor was perfect and the wrapper was plainly of the finest havana. But—

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A NEW WRINKLE

ANOTHER "NATIONAL WAY."

A GUARANTEE CARD,—of which the above is a fac-simile, is attached to each "National Queen" Roller Bearing Sweeper. An all convincing argument of their durability and efficiency in every particular. . No other make of sweeper is guaranteed, as are the National. It assists in making quick sales and more of them.

All National Roller Bearing Sweepers have improved patented features not to be obtained in any other make. They are much simpler in construction, have fewer parts and do more thorough work. They are sold at prices which insure a large and certain profit. "The proof of the pudding is in the eating," we furnish the pudding. . . .

A Useful and Novel Souvenir

will be sent to Dept. Managers, Adv. Managers, Buyers, and Window Dressers, who make the request on the letter head of their firm, stating position held and enclosing a two cent stamp to cover postage. This will prove interesting to any of the above, offer good until Dec. 20, 1903.

National Sweeper Company,

1901 PARK STREET, Marion, Indiana.

Canadian Branch,
45 COLBORNE ST.,
TORONTO.

Foreign Representative.
Maurice Somborn,
HOTEL METROPOLE,
London, England.

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when they were lighted they accepted the fire—and that was all. On examination the filler of the cigar was found to be of mineral wool which will take fire about as quickly as the famous goods of this firm. The Bronson-Walton Co. also gave ash trays made as miniature "Never Burn" dripping pans.

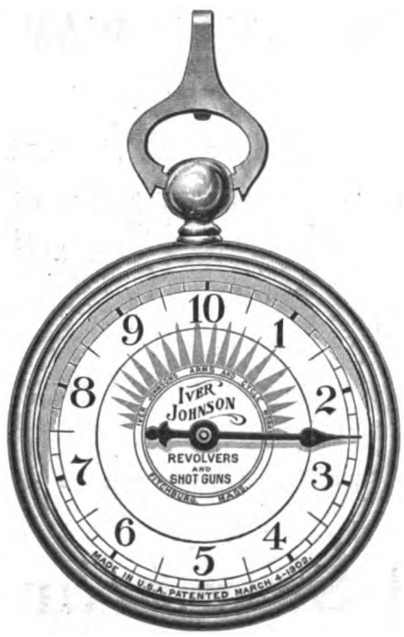
FAYETTE R. PLUMB INC., of Philadelphia, gave to the visitors an embossed leather cribbage score.

NORTON TOOL CO. gave to the jobbers hatchets made in their factory.

THE READING HARDWARE CO., gave to those who visited their exhibition rooms a handsome book of views of Atlantic City, and a paper weight in the form of a frog in both silver and bronze finish.

MCCAFFREY FILE CO., of Philadelphia, manicure file in leather case.

THE IVER JOHNSON ARMS & CYCLE CO. gave a pedometer a very acceptable souvenir. We illustrate it herewith. With the pedometer was given complete instructions for its use.



THE UNION METALLIC CARTRIDGE CO. presented to members of the Jobbers' Association, through its representative, A. C. Burrell, a paper weight, representing a box of .32 revolver cartridges. These are rather cleverly constructed of wood weighted with a lead slug; labeled with the regular cartridge box labels and coated with celluloid by a new process, which makes them waterproof and practically indestructible. These souvenirs belong to the limited class of good "desk reminders," which will be sought after only by dealers in ammunition and will doutless prove a useful and permanent desk companion.

THE NEW BRITAIN manufacturers gave to the visitors to their headquarters on the fifth floor a beautiful book which comprises a history of New Britain as a manufacturing center and contains many elegant illustrations of New Britain plants and its pioneer manufacturers. It contains a brief history of each organization and as far as its typographical make up is concerned it is a work of art and will without a doubt be preserved in the homes of all who were fortunate enough to receive a copy.

THE TROY NICKEL WORKS, of Albany, New York, represented at the convention by John E. Gaitley, the proprietor, gave a celluloid pen-wiper very handsomely lithographed. Mr. Gaitley also ran the risk of getting into trouble with the Atlantic City police by giving out a large number of miniature roulette wheels. As yet, however, no serious developments have taken place as an effect of the giving out of these souvenirs.

THE NATIONAL SWEEPER CO., Marion, Ind., pleased both men and women by giving to the former a handsome watch fob—the ribbon of black silk and the swivel and charm of gold plate. The charm represents a miniature "Marion" carpet sweeper. The souvenir complete is illustrated herewith. Thursday at dinner the ladies of the convention were



given a box of candy. The box was a miniature of the patented carton used in shipping sweepers by the National Sweeper Co., printed in colors and neatly wrapped in transparent paper. The candy was the best to be procured and of course the ladies were pleased.

Mr. Pond of the NICHOLSON FILE CO. gave two different styles of vest pocket match cases, both of leather and high quality of workmanship.

J. D. WARREN MFG. CO., Chicago, presented the visitors



with a pack of very handsome card dominoes in a leather case. It is illustrated herewith.

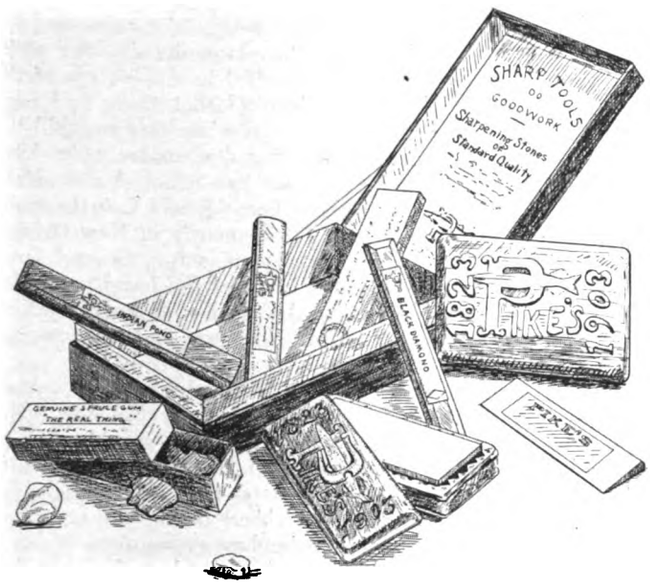
♣

Major Blublud—Well, suh, I s'pose win flowed like watah at the kun'l's weddin', suh?

Major Pepper—Like watah, suh? By gad, suh, it flowed like oil in a Texas oil company's advertisement, suh.—*Judge.*

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A collection of souvenirs both unique and useful were given out by the Pike Mfg. Co.



THE PIKE SOUVENIRS.

They consisted of two different sizes of glass mounted desk stones, a silver mounted desk hone, and a handsomely decorated case containing the three principal products of New Hampshire, viz: Spruce gun, maple sugar and miniature samples of Pike scythe and whet stones.

CONVENTION NOTES.

Fernley's twins constituted the prize exhibit. T. James evidently believes in making Hardwaremen acquainted with these future secretaries at an early age.

Oneida Community reported more orders by mail during the past three weeks for chains and traps than during any similar period in their history. That don't look like poor business.

Uehling-Decker Co., Passaic, N. J., exhibited their Pyro Heater.

The New Britain manufacturers kept open house on the fifth floor.

Reading Hardware Co., in their suite on the second floor exhibited the different processes of making the products of their factory.

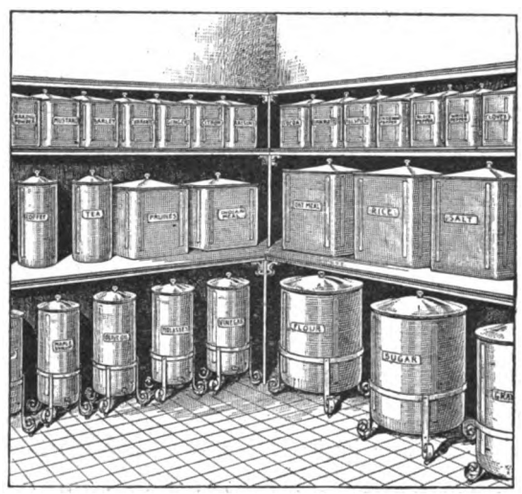
Columbian Enamelling & Stamping Co. showed a line of samples on the third floor.

Tengwall File & Ledger Co. had on exhibition a sample line of Tengwall Ledgers.

A photograph of the conventioners was taken by Fred Hess of Atlantic City.

Mr. Gould of Wood Shovel & Tool Co., Piqua, O., said: "By December first we will have in operation the most complete shovel factory in America."

The Appert Glass Co., of New York, gave an exhibition of their unbreakable glass water coolers and jars.



E. C. Atkins & Co. kept open house in Parlor, K. where refreshments were served to the thirsty.

J. C. Pearson Co., Boston, exhibited by test their cement coated nails.

"I didn't like the minister's remarks over poor John," said Gayboy's widow. "Did you notice how he said from 'whose bourne no traveler returns?'"

"Yes. He pronounced 'bourne' as if it were spelled b-u-r-n."

"Yes, and just after that he said: 'Peace to his ashes.'"



For Slate Roof and Bedding Slate.

There is nothing made equal to it; it holds the slate firmly in place; it will always remain elastic; it will last for an indefinite period; it is not affected by heat or cold; it neither hardens, cracks, nor runs; it becomes sufficiently stiff to remain where placed. Just the thing to make an absolutely tight roof.

For Leaky Roofs

You can make them as tight and dry as any new roof ever put on; it doesn't make any difference whether the old roof is *Tin, Metal, Slate, Tar* or *Shingles*. Fill the crevices, cracks and holes with SLONE ELECTRIC CEMENT; flash up around the chimnies and sidewalls with it and it will be water-proof just as sure as you are reading this.

For Water-proof Cellars.

It is better than tar; will last longer No boiling, no heating. Sold prepared and ready for immediate use. It will make a damp or wet cellar as dry as a bone.

For Manufacturers

Having use for a preparation that will make tight joints in wood, glass or metal, they will find SLONE ELECTRIC CEMENT what they are looking for.

SLONE ELECTRIC CEMENT

IS MANUFACTURED AND SOLD IN TWO COLORS

BLACK and RED.

TRY IT AND BE CONVINCED

The experiment will not cost you a great deal.

IT IS PACKED– 24 5-lb Cans in a Case, and in Kegs containing 50 lbs. Net.

Ready for immediate use. PRICES QUOTED ON APPLICATION.

We will send to any address by Express, a 5-lb. Can, on receipt of 35 Cents.

The STASO COMPANY, 8 Hawley St., Boston, Mass.

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NEW ORLEANS TRADE.

Within every line of the Hardware trade asserting that the business of the autumn has surpassed that of the Fall of 1902 by at least twenty-five per cent., the local jobbers and wholesale men, as well as the retailers, are jubilant. The greatest rush is now over, and the drummers are in the country placing orders for March and January or February delivery. Generally speaking, iron and steel goods have gone down in price, while the wooden goods have gone up, but the jobbers say that the movement was generally expected and that there was little loss on old stock bought under different conditions.

The marked feature of the general Hardware trade has been the increased shipments of cane crushing machinery and mill supply goods into Cuba and Porto Rico. Several days ago occurred the first considerable shipment of Builders' Hardware into San Juan, Porto Rico. The Central American trade has received added impetus through the recent increased agitation of the canal question. The jobbing trade of the city has also been waging an unceasing war to extend New Orleans business westward into Texas and to the North into territory now regarded as belonging almost entirely to Memphis and St. Louis. The local trade has kept up remarkably well late into the Fall. Builders' Hardware and household goods have maintained a steady ratio of increase.

The banks and the commission men say that liquidations have been better during October and the first week in November than ever before. The clearings in New Orleans for October was $18,000,000 more than for October of 1902, while the clearings of the first week in November were nearly $3,000,000 more than for the corresponding week the previous year. All this, of course, has had its direct effect upon the implement and vehicle trade. The local firms have realized upon their risks, and have been enabled to do safely and very profitably a much larger business than ever before in their history.

Such is the situation briefly. Taken in detail there are certain interesting features which have come up during the past month. Mill supply goods, which promised a greater increase than any other branch of trade, have not maintained an equal pace with implements or with Builders' Hardware. Several things have contributed to this. As the grinding season approached the sugar planters realized that their crop was not so large as had been expected, and that the strain upon their equipment would not be so severe as had been anticipated. Consequently the planters who had expected to place very large orders contented themselves with the smallest amount possible with absolute need. The saw-mill men completed their repairs and improvements for the Fall run earlier than usual, and were too busy and anxious to get back to make as extensive repairs as would otherwise have been made. During the last month many saw mills in Mississippi have been forced to close down by reason of lack of water to fill their boilers. This has been caused by the extensive drought. It is expected, however, that this very cessation of activity will necessitate repairs when work is resumed. In the cotton belt the mill supply trade has kept up to the expectations. The planters have been straining the capacity of their gin houses and making all the demands possible upon the Hardware trade.

The general prosperity of the agricultural districts has caused a large increase in the Builders' Hardware trade. Through Mississippi the smaller towns have been putting up more brick store buildings and using more Builders' Hardware of all kinds than ever before. The decline in the price of the Hardware has added to the demand, while the increased cost of lumber and the consequent competitive cheapening of brick structures has had the same effect.

Ship chandlery, which is chiefly done in New Orleans by Woodward-Wight & Co., has added its share to the twenty-five per cent. increase in business, but has not maintained quite the advance expected. The prolonged strike along the river front, and the consequent cessation of shipping for nearly forty days interfered seriously with the traffic. Just now, however, the harbor is crowded, and the captains seem disposed more than ever to patronize the American terminal of their lines. Several of the English ship agents are interested in New Orleans and are taking steps to place as much of this trade as they can control within the hands of local people.

The local trade has been exceptionally good in every line. The general moving day brought in its wake a demand for stoves and pots, and lids, and fire place utensils, and cooking tools, that has never been equalled in the history of the city. The real estate agents declared that there was more moving than ever before—and the moving van men did the rest. The completion of the two big skyscrapers which have been building during the Summer has removed a constant customer from the local retailers, but it is said that the workmen there employed will locate permanently in New Orleans and will thus make the demand permanent. Several large buildings are under contemplation, and the building circles assert they are looking for no decline in the activity which causes the demand for Builders' Hardware and for workingmen's tools.

After all, however, it has been the implement and vehicle trade which has kept Hardware to the limit this year. The business has increased more than has any other branch of the business. Even in implements, however, there were divisions of prosperity. The drummers are out through the country placing orders with the jobbers in the country towns and the smaller cities, and the implement men are taking a bird's-eye view of the business done during the past few months and the prospects for the coming season. Summarized, the general opinion seems to be that the Fall deliveries of feedstuff, machinery, crushers, grinders, rakes, hay presses, etc., were far in excess of anything in the past; but that the straight implements, such as plows, new land plows, etc., did not very far exceed the sales of 1902 and fell decidedly short of the hoped-for volume of business. This latter feature the optimists trace to a peculiar phase of prosperity, while the pessimists declare that it is inexplicable. The optimists assert the country people were too busy harvesting their various crops to do the usual Fall plowing save where absolutely necessary.

Through the Cotton States there was every prospect for a largely increased sale of plows for Autumn work. This trade, however, maintained itself without much increase. On the other hand, all sorts of feedstuff machinery and implements sold far more freely than ever before. The dealers explain this by saying that the cotton planters have been rather short of labor and have not been able to do more than harvest their cotton and attend to the very large crops of corn and hay, etc., which have distinguished the entire South. Consequently, the local stocks of plows supplied the demand, but the city was heavily drawn upon for presses, crushers, grinders, stackers, shredders, etc.

Further than this, the good price of cotton has caused a general renovation of running gear and stock throughout the South. It is said that more plantation wagons have been sold to the cotton belt for the present season than for any other in years. A great part of this wagon trade is done direct from the Northern agencies, but New Orleans has had more than her share.

The rice people purchased heavily of harvesting machinery last Fall, and are this season making plans for heavy reinforcement of their plowing equipment. While the Louisiana acreage did not increase during the season just now over, that in Texas did. In both Louisiana and in Texas the prospects are for a greatly increased acreage during the season to come. Immigrants are being sought by the Four States Immigration League and by the officials of the Southern Pacific Railroad.

Through the sugar belt the average trade has been maintained. Sales of cane carts and wagons improved over those of last year.

A determined fight is being made by several of the local firms, aided by one or two of the steamship lines to increase the business to Central America and the West Indies. The Morgan Line of the Southern Pacific has been handling some heavy sugar machinery into Cuba and with the heavy machinery a number of large consignments of plows and feedstuff tools. The New York and Porto Rican Steamship Company, plying to San Juan has also done a good deal of this business. The Deere agency made its first sale of cotton plows to Belize, British Honduras, several days ago. A number of Central Americans now in New Orleans have been

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going the rounds of the local jobbers and agencies looking for implements and vehicles suiting their needs.

The Cuban and Porto Rican trade is said by the shipping people here to be drifting more and more into New Orleans channels—so far as exports to the islands from the United States is concerned. The return cargoes, save in sugar, are going chiefly via the Ward Line to New York. The Southern Pacific has been offering many inducements to local merchants to enter the Cuban and Porto Rican markets with their wares, and the general opinion is that some very heavy shipments of vehicles and implements will go out during the Winter.

A. Baldwin & Co. is making an energetic effort to regain certain portions of Mexico, which were lost to New Orleans during the period of depression a number of years ago. Extra traveling men are now in the field and reports are that good orders are being returned. Into Central America, particularly into Nicaragua, a good deal of local capital is going, and that is expected to improve the demand for local implements and vehicles. It is to be admitted, however, that the export business of the port is not by great odds, what the sanguine persons believe it could be made.

THE STAND-STILLS AND GO-AHEADS.

I have recently had an opportunity to study a score of young men in a single office filling positions on about the same plane, and they resolve themselves readily into two classes—the stand-stills and the go-aheads. The stand-stills have a comparatively easy time of it. Each does his allotted task, has time to discuss the last bowling match, the smallpox scare and to read the morning paper under the edge of his desk when the department chief is busy elsewhere, quit promptly on time and are evidently satisfied to begin again in the morning where they left off the night before, and to see a succession of similar days stretch endlessly before them. The other and the smaller class are restless, eager, unsatisfied, trying to get to the bottom of things and understand the why as well as the how, and stretching forth their hands for new work and more of it that they may fit themselves for a place a little higher up in the ranks.

Talk with the men of both classes and there is not much difference to be noted. The stand-stills have their ambitions, just as the go-aheads have, but they are content to wait for the fruition of their hopes to come to them—some time. The go-aheads, on the contrary, set about making their future and trying to bring about to-day the things they want to come to pass.

There is more fault found with the work of the go-aheads than with that of their slower brothers, for it is they who are entrusted with the different tasks, and those requiring pluck and independent thought; and they have as a part of their reward the knowledge that they are the ones to whom hard work can be entrusted, and that each achievement makes them the better able to do still greater things.

A short time ago I was favored with a chance to study the history of a large manufacturing concern, and I found there, in the same sharp contrast, the stand-stills and the go-aheads in charge of rival institutions. I learned how one little go-ahead concern thrived and grew against the active opposition of its larger competitors, and how it rapidly outstripped them and is to-day the only one left of all the number that were in the race four decades ago, and with the same aggressive, and progressive spirit considers what most men would be glad to call a finished work, as the mere foundation for a tremendous growth to come.

A yesterday foretells a to-morrow, and in the history of the past we may read the history of the future. I have no doubt that through some of the go-aheads I have recently seen there will arise big enterprises, and that the time will come when the same stand-stills will be working under these go-aheads and wondering why.

It pays a young man to push ahead—and push *hard*. Even if there seems no opening ahead of him, if he will demonstrate his fitness for better things the chances are more than even that those above him will make an opening for him. Very often the heads of houses and leaders in their policy have plans they cannot put into execution for lack of the proper man to carry them out. It is the head of the progressive house who needs men faster than they present themselves, and will sooner or later give every worthy applicant for advancement a chance to show his worth.

If you will look carefully at the men about you who are forging ahead of their associates, you will find that the main difference is just the ardent desire to get ahead. One man will hesitate to attempt something untried while another no better fitted will step forward and achieve a triumph. The man who didn't dare can point out the mistakes and show how much better it could have been done and tell what a dreadful mistake it was to let that particular man do the work, but it has been done and the doer has forged ahead by just the measure of his deed. He is ready for another task, and if it presents the same problems as his old it will be better done. If it is entirely new and untried, there will doubtless be new blunders for stand-still to point out and exclaim over, but the mark will have been set still a little further ahead.

Has it ever occurred to you when you go to the man ahead of you for orders and advice that the problems you are asking him to solve are just as new to him as they are to you, and that if you only thought so you could work them out yourself instead of troubling him and earn his gratitude and confidence. I will warrant if you go to him half a dozen times in a day about the petty details of some work he has entrusted to you that when he sums up the day's work and its cares and annoyances he will count as one of his chief troubles the frittering away of his energy over unworthy trifles you and others have thrust upon him. He, himself, is a go-ahead, and of all the maddening, worrying, hindering things such a man has to deal with is the employe who has to be pushed from step to step in his work, unable or unwilling to grasp the general idea of a plan of action and use his own judgment and common sense for the determining of methods.

The greatest moving force in the forming of character and careers is—habit. There is such a thing as a habit of assuming responsibility, by which a man comes to look upon any new endeavor or untried plan as his legitimate work, and to seek it; to work out new ideas and plans and propose them, that he may have something in his "line" to do, and to enthusiastically further projects that may be entrusted to him. If his judgment is good, he will succeed in large measure. If it is not he will come to grief early in his career, and it is then time enough for him to fall back into the ranks of the stand-stills. But it is much better for him to essay great things and fail than never to have tried at all.

We hear it said that every walk of life is overcrowded and that the young man of to-day has no show. The very opposite is true. There never were so many and such glowing opportunities for success, nor could men rise as high. It is a great thing to have ability. It is equally important to have the go-ahead faculty that will ensure a fair chance to that ability. Better plenty of push and a fair ability than more ability and a lack of ambition to make it manifest.

THE MAN IN THE CORNER, in *The Corbin*.

GOLF BALLS OF TO-DAY.

The shipment of a Chinese idol from Singapore to St. Andrew's, in Scotland, was the means of the discovery of the gutta-percha ball now exclusively used in golf. Dr. Robert A. Patterson, of Pittsburg, Pa., was the original discoverer. He was fourteen years of age when he made the first gutta-percha golf ball.

At that time the pigskin ball was used exclusively in playing the game. The balls were stuffed with feathers. They sold for 75 cents each, and Dr. Patterson could not afford to pay for a ball, so the thought struck him to make one from the material which had been transported from China in the packing of the idol. The gutta percha was soaked in warm water, and then was put through a rolling process by hand. The ball was painted and a test made, but the ball would not hold the white paint.

Not satisfied with his success, he told his brother about it and complained that he could not successfully paint the ball. The brother grew interested, made some balls and put in a composition that made the ball take the paint. It was then placed on the market by the brother. The doctor, who was then fourteen years old, resumed his studies at St. Andrew's

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University, little dreaming that in after years one firm alone would make nine million gutta-percha balls in a single year. After his brother's experiment in the manufacture he took the ball and showed it to Allan Robinson, of St. Andrew's, a manufacturer of the pigskin article.

The introduction of the ball was the beginning of the play of Robinson and "Tom" Morris, both of whom were champion golf players at that time, a title which "Tom" Morris still carries, although eighty-two years old. Morris, who is known by no other name than "Tom," was an apprentice of Robinson. To-day he is a manufacturer of the gutta-percha ball and keeper of St. Andrew's links. The St. Andrew's club is the dominant golf club of the world, making rules by which all other golf clubs play.

When Robinson learned that "Tom" Morris had played with a gutta-percha ball on the St. Andrew's links, and played successfully, he told "Tom" that if he played with the ball again he need never cross his door. It was the beginning of the end of their association. Robinson continued making his pigskin ball and Morris manufactured the gutta-percha ball.

On the introduction of the gutta-percha ball Robinson bought up all he could get hold of, and burned or otherwise destroyed them, but after fighting the gutta-percha article for several years was compelled to introduce them himself. No one ever thought of patenting the ball, and anybody made it. In 1859 Robinson died, it is said, of a broken heart, but Morris is still living and is known to all golf players the world over. Since that time no other character of ball has been used for playing the game.

Dr. Patterson is seventy-two years old, but is not in good health. For a number of years he was president of the ladies' college, Binghamton, N. Y. In his boyhood days he was caddie for George F. Carnegie, said to be an uncle of Andrew Carnegie.—Washington (D. C.), *Star*.

HOW BASEBALLS ARE MADE.

Baseballs are only used during the Spring and Summer, but all through the year they are made. One plant has a monopoly in the manufacture of the best balls—the $1.50 official sort—and this plant employs, year in and year out, 1250 hands, and it makes, year in and year out, 1200 dozen balls a day. Thus its annual output is close upon 5,000,000 baseballs a year.

Suppore the Spring is here. The players of the national game are limbering up. The millions of new baseballs that have been accumulating since last Fall are beginning to be sold. A description of the making of all those balls ought to be interesting—a glimpse at the inside of the big, five-story red brick baseball factory, with its 1250 young men, young girls and boys at work.

The first room in the factory is the winding room. This room is as big as a concert hall, and, running up and down it in straight lines are machines, each about the size of a child. Before each machine a boy sits. He has on his right and on his left a wooden shelf. Upon the right-hand shelf are balls of the purest Para rubber one inch in diameter, and he takes up these balls, one at a time and puts them into the machine.

The machine winds about them more regularly than hands could do a very strong and pure quality of woolen yarn of a bluish hue. This yarn is of the thickness that is called fourply; it is about as thick, that is, as straw. After enough of it has been wound about the Para rubber centre to make a ball two inches in diameter, the machine stops of its own accord, and the boy removes the little ball and places it on the shelf upon his left. Then he puts in the machine another Para rubber centrepiece and the instrument begins again to wind its woolen yarn about the rubber. This boy and this machine make, between them, little balls, half rubber and half yarn, two inches in diameter. That is their whole duty. Fifty boys and 50 machines do this work with a clocklike regularity in the big room.

There are a half-dozen smaller boys who go to and fro with baskets, gathering up the two-inch balls as they are finished. These boys take them to a young man over in one corner, a young man called a "dipper." The dipper stands beside a vat, the size of a bathtub, that is filled with a fluid as thin and colorless as water—a fluid that resembles water precisely. In this vat he dips the balls, and then stands them aside for a little while to dry. The weak-looking fluid is in reality a very powerful plastic composition, or liquid cement, and it is this composition which insures to the balls a permanent roundness, which prevents them from ever being (as the phrase) battered out of shape.

The balls now go to 50 other boys at 50 other machines. These machines are like the first ones, only they are differently regulated. They wind upon the balls a second inch of a finer woolen yarn—first a three-ply blue and then after a second drying, they are ready to be covered.

Their covers are made of an alum-three-ply white yarn—and the balls are dipped again in the strong cement, and, tanned horsehide that is as soft and white as the gloves men wear at night with their evening clothes. This hide is nearly one-eighth of an inch thick. One horse supplies only 18 ball covers, for only the strongest and best portions of each hide are used. As the hide comes to the factory from the tanner's, it is knee-staked. To knee-stake a hide is to get all the stretch, all the elasticity, out of it. A robust young man lays is across the upright plank, or stake, that is knee high, and he draws it back and forth; he bears down on it as hard as he can; he stretches it to its utmost limit. Were hides not knee-staked in this way, the covers made from them would become loose and wrinkled after they were sewed upon the balls.

The machines that cut out the covers are huge. They are 10 feet in height, and the massive-looking ironwork in them weighs many tons. Each machine has a man seated before it, and each with two strokes, cuts out the two covers of a ball and at the same time perforates the covers' edges. Each cover is in the shape of a figure 8. The machines cut out these figures as a woman with a tumbler or with any sharp-edged circular instrument, cuts cookies out of sheets of dough. A sharp 8-shaped iron punch descends upon the white horsehide, and bites out of it in the half covers. The edges of the punch have little needles set close together in them. It is these needles, piercing the cover, that make the perforations for the stitches.

The balls are stitched by men, for women are not strong enough for this work. The thread used is cotton, for neither silk nor linen thread will serve for baseball sewing. This is because the alum used in the tanning of the covers would rot silk, and because batting would break the fibre of linen. Thus balls sewed with silk or linen would be ripped apart ere three or four innings were played.

The men sit on saddles, astride, and two wooden arms hold the balls firm before them. They fit on a pair of covers, pull them tight with tweezers, clamp them together with staples, and then sew them, with very strong thread of red or blue, through the perforations made in their edges by the machines.

After the sewing a ball's seams are rough. Therefore it is rolled first by hand and afterwards by machinery. The hand-rolling lasts an hour. Then into a machine goes the ball, and round and round it rolls, in a circle five feet in diameter, till it has traversed six or seven miles. It emerges thence quite smooth—a perfect ball now, ready to be stamped, packed and put upon the market.

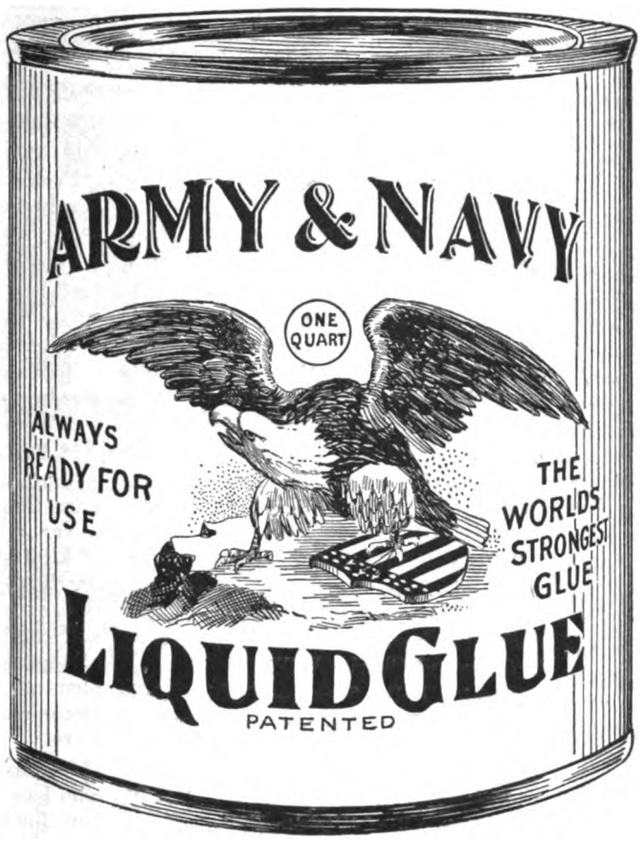
It takes, in the factory, 30 minutes to make one $1.50 baseball, from its winding clean through to its packing. Each ball is five ounces in weight, nine inches in circumference, and three inches in diameter. The various machines keep those dimensions regular, and an additional precaution toward regularity lies in the many sets of scales that stand in every room of the big factory. Each ball, in each stage of its making, is weighed. Each ball goes through no less than five weighings before it is done.

The average professional team puts from four to six new baseballs in play in the course og a game. The average ama- baseballs in play in the course of a game. The average ama- team puts in play one ball, and stops the game if that gets lost. A St. Louis team holds the record for the number of new balls used in one game. That number was 17. The year wherein the record was made was 1898.

Of the millions of baseballs that are made, none are used by foreigners. Baseball is an American game, and none but Americans play it. In small quantities, however, balls are exported. They go to Cuba, to the Philippines, and, during the Boxer uprising, they went to China. For, wherever Americans are, ball must be played, and wherever American soldiers and sailors are, baseballs must be shipped.

The baseball factory is in Philadelphia. "Al" Reach, a noted old-time player, conducts it.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Cumberland, W. Va.—A new company will be incorporated under the name of the Union Hardware & Supply Company. The capital stock will be $5,000 with the privilege of increasing to $25,000. The application for a charter has been made, and the stockholders are F. W. Stewart, Daniel McDonald, Jas. Luke, N. W. Ballantyne and others. They will handle a full line of Hardware and brick yard supplies, besides a line of farmers and builders' Hardware.

Mansfield, Ohio.—Beaver Bros. have opened a new store and will carry a line of stoves and Hardware.

Danville, Va.—A new Hardware has been opened under the firm name of the Farmers Hardware Company, on Union Street. Their stock consists of farming implements, stoves, heaters, paints, glass and Hardware miscellany.

Massillon, Ohio.—The Hemperly Hardware Company has been incorporated by Daniel Hemperly, Frank L., Emma G., Emma K., and W. E. N. Hemperly, $15,000.

Meridian, Miss.—Frank Smith Hardware Co. has been incorporated, with capital of $25,000, by F. E. Smith, J. C. Pritchett and G. Sharer.

Milford, Iowa.—S. O. Pillsbury has opened a Hardware store.

Monrovia, Cal.—Allen Nye will open a Hardware store in the Spence Block.

Moundsville, W. Va.—Edward Rogerson is opening up a Hardware store.

Munhall, Pa.—The McLamphy Furniture & Hardware Co. has been incorporated. Capital stock $20,000.

New York, N. Y.—The J. Gordon Smith Company, with a capital of $15,000, has been incorporated to deal in Hardware. The directors are: J. Gordon Smith, of the Borough of Queens; Thomas Burke, of Brooklyn, and Albert Wilkins, of Morris Park, and Benj. B. V. Towt, of Brooklyn.

Palmyra, Pa.—Bressler & Company, of which C. O. Bressler of Lebanon, is a member has opened a new Hardware store on Main Street.

Palmyra, Pa.—Wallace Altenderfer of Philadelphia, has opened a Hardware store in the middle room of the Greiner Building, Main and Railroad Streets. Mr. Altenderfer was engaged in the store of George Krause & Co., Lebanon, for a number of years and has had an extensive experience in the Hardware trade.

San Francisco, Cal.—Mangrum & Otter has been incorporated. Capital stock $100,000. The incorporators are as follows: A. S. Mangrum, H. W. Otter, F. S. Campbell, N. B. Herndon, W. D. Winslow and C. L. Snyder. All but the last named are appointed directors for the first year.

Seymour, Texas.—The Seymour Commercial Company was organized with a capital stock of $20,000. A charter has been applied for and as soon as it is granted the new company will purchase and consolidate the Hardware, implement and furniture stocks of Perry & Smith and O. D. Goostree, and begin business.

Springfield, Mass.—H. Boynton has opened a new store and will keep a general stock of Hardware.

Stillwater, Okla.—The Willis Hardware and Improvement Company has been incorporated with $10,000 capital stock. The incorporators are: J. T. Gray, E. Gray and Charles Willis.

Wichita Falls, Texas.—Wichita Falls Implement Company has been incorporated; capital stock $20,000. Purpose, general merchandise. Incorporators: W. A. McCutchen, G. H. Jackson and J. W. Henderson, all of Wichita Falls.

Changes.

Atlanta, Ga.—A. B. Ware has bought an interest in the King Hardware Company's business, and has been made a director in that company.

Bowling Green, O.—J. H. Folk and C. L. Hopper have bought the Hardware business of Avery, Folk & Company, and will take possession Jan. 1st, 1904.

Casey, Ill.—Isaac Price and his son Don Price have opened up a Hardware store on Main Street.

Clio, Mich.—Sperry Bros. of Port Huron, who last week bought the bankrupt Hardware stock of the W. A. Smith Company at Clio, opened up for business on Saturday morning.

Erie, N. Y.—The Hardware business formerly conducted by Nice & Hinkey has been sold to Edward Davis of Hornellsville.

Jacksonville, Ill.—John Woelfel and Carl Gundlach have purchased the Implement and Hardware business formerly conducted by Oscar M. Kiest.

Marshall, Mich.—The firm of Leedle Bros., Hardware merchants, has been dissolved, A. E. Leedle retiring. The business will be conducted at the old stand by C. W. Leedle.

Mt. Gilead, O.—After Jan. 1st Mell B. Tallmage will retire from the Hardware business. His successors will be Samuel W. Wilson and William D. Matthews.

New Britain, Conn.—The New Britain Hardware Company has changed the firm name to the Barnes Hardware Company.

New Haven, Conn.—The business of the Mallet Hardware Company has been sold to the John E. Bassett Company.

Packwood, Iowa.—The Packwood Hardware Company has been sold to a party in Mt. Pleasant, Iowa.

Petersburg, Va.—W. P. Aldridge, dealer in bicycles has made an assignment for the benefit of his creditors. Assets and liabilities were not given.

Portland, Ore.—The name of the Pier Hardware Company has been changed to the Muck-Dunning Hardware Co.

Pullman, Wash.—H. J. Welty has bought the stock of the Devenish Hardware Company from I. B. Merrill, receiver in bankruptcy, for a consideration of $10,100, and the store is to be reopened. The purchase was made by Mr. Welty for a stock company of local men who will conduct the business in the future at the old stand, but will drop the implement, tinware and plumbing departments and conduct a straight Hardware store.

Savannah, N. Y.—E. H. Farrand, who has been in the Hardware business here for the last eight years, has sold out to Mr. McMullen of Newark.

Savannah, Mo.—The Hardware firm of Bales & Cummins has dissolved partnership, Mr. Cummins having traded his interest to Dillon Bales. The style of firm is now Bales & Son.

Sioux City, Iowa.—The Lininger & Metcalf Company, of Omaha, jobbers of farm implements, have decided to open a branch house in Sioux City, and C. P. Bogan will be local manager. The company will occupy the buildings at 309 and 311 Pearl Street and will start with three traveling men on the road. It expects to be ready for business about November 15.

Springfield, Ky.—T. Dudley Wells and James McClure have purchased the implement and Hardware business of Messrs. Thompson & Green and will take possession of their new business at once.

Sullivan, Ind.—A. D. and Walter G. Scott have purchased the Sullivan Mercantile Company, one of the largest Hardware firms in Sullivan. The business has been operated by a stock company for about a year. A. D. Scott was formerly a citizen of Terre Haute.

Syracuse, N. Y.—Gordy & Kitson have opened their Hardware store in their new room on Huntington Street.

Traverse City, Mich.—S. F. Saxton has purchased the Hardware store of S. K. Northam, for many years managed by A. H. Perry. Frederick Saxton will assume the active management of the business.

Waterford, Wis.—J. H. Quinn has sold his Hardware store and agricultural implement business to Chas. Butke, of Caldwell, who took possession Oct. 26.

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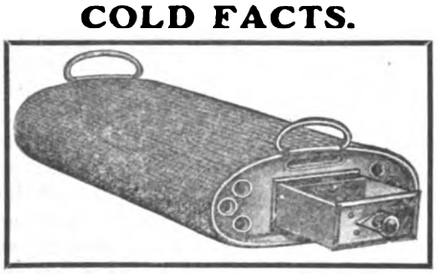




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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Butler, Pa.—The Iceless Refrigerator Company has just been organized here with a capital stock of $40,000. The officers are: President, John Younkins; Vice President, William C. Thompson; Secretary, J. M. Wetherall; Treasurer, J. C. Hoch; Directors, Alford Klein, J. F. Anderson, Thomas J. Shuffin, Louis Eick, D. Harper Sutton, Dr. M. E. Headland and A. E. Lyda. They will manufacture a refrigerator invented by Mr. Wetherall.

Chicago, Ill.—Marinette Gas Engine Company has been incorporated; capital, $250,000; manufacturing machinery and tools; incorporators, E. D. Fraser, H. S. Keeler, George Barry.

Cincinnati, O.—The Anderson Manufacturing Company has been incorporated to manufacture nuts and bolts; capital stock $100,000. Incorporators, L. C. Anderson, H. T. Anderson, Henry Van Matre, G. K. Moore and Morgan Van Matre.

Davenport, Iowa.—The Schmidt-Russell Manufacturing Company has been incorporated to manufacture a refrigerating machine of the ammonia compressor sort.

Detroit, Mich.—The Ericsson-Moore Manufacturing Co., makers of dies, tools and sheet metal goods has been incorporated. Capital stock, $5,000. The stockholders are Albert N. Ericsson, William Moore and David M. Ireland.

Detroit, Mich.—The National Twist Drill & Tool Company, capital $20,000, has been organized to manufacture twist drills, chucks, etc., in the factory which was formerly occupied by the Detroit Twist Drill Company, corner of Twenty-first and Standish Streets. W. H. McGregor is president; C. R. Becker, secretary and A. W. Ehrman, treasurer.

Dunkirk, N. Y.—Lake City Stove Company has been incorporated. Capital $15,000. Directors, P. F. Meister, S. T. Colman and P. R. Bradley of Dunkirk.

Egg Harbor City, N. J.—The Fisher Wrench Company has been incorporated. Capital stock, $100,000. Corporators—Richard Carter, Egg Harbor City; Ernest W. J. Thelenberg, Overbrook, Pa.; Harry L. Dunn, Philadelphia; Ebenezer Fisher, Egg Harbor City; John Ewing, Philadelphia.

Greensboro, N. C.—The Carolina Spoke & Handle Company has been incorporated with a total authorized capital stock of $100,000, of which $20,000 is subscribed by W. L. Clement, J. G. Foushee, Jr., and John H. Whitt, of Greensboro.

Moline, Ill.—The Nebraska-Moline Plow Company has been incorporated. The capital stock is $100,000.

New York, N. Y.—Yale & Towne, Limited, has been incorporated to manufacture Hardware; capital $10,000. Directors—H. R. Towne, J. H. Towne, New York; Schuyler Merritt, Stamford, Conn.

Portland, Me.—The Fullum Hydro-Carbon Heating Company has been organized to deal in heating apparatus; capital stock $5,000. Promoters, James F. Fullum, president; John H. Hayward, treasurer, Everett, Mass.; John C. Gastorf, Boston.

Springfield, O.—The All-Bright Lamp Company has been incorporated; capital, $25,000; by M. L. Milligan, E. S. Albin, Pearl Young, John G. Brickinridge, C. K. Hullinger.

Taunton, Mass.—The purchasers of the No. 3 mill of the Atlas Tack Company have voted to incorporate under the Massachusetts laws for $100,000, as the United Tack Company, and to purchase the No. 1 mill, which is the better equipped for the business which the new company proposes to carry on. The officers and directors elected were: President, Dr. F. A. Hubbard; secretary and treasurer, Luther Dean; directors, Dr. F. A. Hubbard, Clinton V. Saunders, Fred S. Hall, Dr. B. L. Dwinell and Luther Dean. The superintendent will be J. M. Fraga, a Pennsylvania man with twenty-six years' experience in the tack and nail business. Active operations will begin at once and all grades of tacks will be made. The company has purchased the good will and order of the Norway Tack Company of Norristown, Pa., and in that way has secured a large number of orders.

Toledo, O.—The Caldwell Bit & Augur Company has been incorporated. Capital $100,000.

Vermillion, O.—The Howard Stove & Manufacturing Company, Missouri, capital stock $115,000, has been incorporated in Ohio.

Allentown, Pa.—Roberts, Winner & Co., of the Quakertown Stove Works, have recently purchased the property formerly owned by E. R. Artman, of the Real Estate Title, Insurance and Trust Company, of Philadelphia. The object of the purchase is the removal and the enlargement of the stove works.

Averyville, Ill.—The Kingman Plow Company has increased its capital stock from $400,000 to $600,000.

Cadillac, Mich.—The Cadillac Handle Co. has increased its capital from $20,000 to $65,000.

Chicago, Ill.—C. R. Stephens, superintendent of the Moline Plow Co., has purchased the controlling interest in the Acme Steel Co., of Chicago, recently owned by S. T. Gunderson and son, Chicago, Messrs. Sawyer, of Carpentersville and Sawyer of Elgin and Sellick of Chicago.

Fulton, Ill.—The plant of the Mississippi Valley Stove Works was sold at auction for $24,500 to the Charleston (Ill.) Foundry Co. This amount was less than two-thirds of the appraised value. The assets included about 1,000 stoves, 300 tons of pig iron and other material.

Grand Rapids, Mich.—Millard E. Stockwell, Florence E. C. McKee and S. Wallace McKee, the directors and stockholders of the Grand Rapids Clamp and Tool Company, have sold all the property of the said company at private sale to the Furniture City Vise Company, Ltd., and have ceased business.

Hartford, Conn.—The Hartford Machine Screw Company will build an addition to its factory. The building to be added to is about 130x30 feet in dimensions and the extra space acquired by the company will be used to enlarge its polishing and plating departments.

Lewistown, Pa.—The Mann Edge Tool Company, of this city, has obtained an option on the large works of the Axe Trust, at Mill Hall, Pa., and will on January 1 buy the latter. The Mann works here will continue business.

Menominee, Wis.—The Hubbard Saw & Tool Works on Dunlap Avenue, which manufactured saws and tools for the mills of the twin cities and vicinity, has been sold to F. G. Fernstrum, boiler manufacturer. Mr. Fernstrum in turn sold the machinery to Andrew Gram, machinist, but will retain the real estate for future use. The Hubbard Saw & Tool Works operated in Menominee for over ten years. Alonzo A. Dunning as president, John W. Martin, vice-president, and Frank L. Dunning as secretary and treasurer.

Parkersburg, W. Va.—The plant of the Parkersburg Wire and Nail Manufacturing Company was sold at auction by Levin Smith, trustee, and purchased by C. C. Wentz for $5,600. The plant includes fifteen building lots, constituting the manufacturing site, the building, fixtures of uncertain value, and such stock as was on hand when the plant shut down. It cost, originally, in the neighborhood of $30,000.

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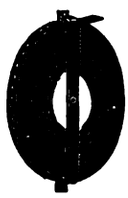


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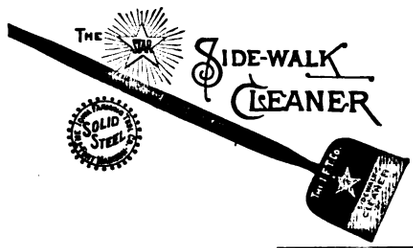
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Trade Notes

Ashland, Ohio.—At a recent meeting C. W. Landis, Allen Thomas and F. R. Marks were elected stockholders in the Ashland Steel Range & Manufacturing Company to fill the vacancies made by the retirement of Dr. F. V. Dotterweich and the Ott brothers.

Dixon, Ill.—At a recent meeting of the Grand Detour Co. the following directors were elected for the ensuing year by unanimous vote of stockholders present: O. B. Dodge, C. H. Noble, L. D. Dement, Amos Bosworth and F. O. Coleman. The directors at once re-elected the old officers, being O. B. Dodge, president; C. H. Noble, vice-president; Amos Bosworth, assistant secretary; F. O. Coleman, treasurer.

Lockport, N. Y.—The Lamb Manufacturing Company, of Sioux City, Ia., will locate in Lockport. The company is capitalized at $150,000, and manufactures a patented self-heating sad iron.

Reading, Pa.—A meeting of the directors of the Consolidated Hardware Company was held in their new office in the Colonial Trust Company's building. The following directors, elected by stockholders last week, were present: Mattham Harbster, Wm. M. Griscom, Richmond L. Jones, John G. Mohn, Howard L. Boas, Isaac G. Treat, Albert A. Gery, John E. Harbster and George H. B. Martin. After the organization was completed these officers were elected: President, Albert A. Gery; vice-president, John E. Harbster; treasurer, John G. Mohn; secretary, J. Milton Miller. All the bonds of the new corporation have been distributed and the stock taken. The bonds and stock are held by about 20 people. The company is capitalized at $2,500,000. The Consolidated constitutes the Reading and the Keystone Hardware Companies.

Wilkesbarre, Pa.—At a meeting of the stockholders of the Sheldon Axle Works recently the old board of directors was re-elected as follows: President, E. H. Jones; vice-president, Thomas H. Atherton; secretary and treasurer, Charles H. Gillman. Following is the board of directors: E. H. Jones, George S. Bennett, Maurice Gaertner, Andrew F. Derr, Isaac M. Thomas, T. H. Atherton and J. W. Hollenback.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Addison, N. Y.—The Reliance Motor Cycle Co. has been incorporated. Capital stock $15,000. Incorporators: Willis H. Ives and Charles D. Reynolds, of Addison and J. Frederick Dell, of Buffalo, New York.

Marquette, Mich. — The Houghton Gun Club has been organized at a recent meeting held at the Portage Lake Hardware Company's store.

North Scituate, Mass.—A new repair shop has recently been opened by F. T. Bailey.

St. Louis, Mo.—Hunting in the Ozarks Company has been incorporated, H. A. Diamont, Albert Frech, John E. Bishop, incorporators. To sell sporting goods and operate shooting gallery, etc., at the Louisiana Purchase Exposition; capital stock, full paid, $10,000.

Changes.

Columbus, Ohio.—Wickoff, Funk & Co. have purchased the bicycle and sporting goods department of the business conducted by Oscar S. Lear.

Geneva, Ohio.—Ray Rich, formerly employed at the automobile shop here, has purchased the bicycle repair shop which has been operated heretofore by Hugh Payne on East Main Street.

Kewanau, Ill.—Scott & Sweet have been succeeded in business by S. L. Stebbens & Company.

Lawrence, Mass.—A. H. Higgins succeeds to the business formerly conducted by Edward Mosher.

Middletown, Conn.—Caulkins & Post Co. have closed out their business.

Sterling, Ill.—John Peck has decided to continue in business and will immediately erect a temporary building for the making of gun stocks, either on the site of the old building or near the saw mill west of the Dillon-Griswold wire mill. The temporary building will be seventy by thirty feet in dimensions and one story high. It is expected that in about two weeks Mr. Peck will again be making gun stocks and will be able to fill all of his contracts. This building will be erected only for the winter, and next spring Mr. Peck will build a large and modern building of brick about three times the size of the plant that was destroyed by fire.

St. Louis, Mo.—South Side Cycle Co. has removed to 2411 South Broadway.
burg bought out E. R. Pease.

Toledo, Ohio.—The Snell Cycle Fitting Company is preparing to establish a new manufacturing feature of its big plant in this city. The company will engage extensively in the building of motor cycles, and expects to get the enterprise started in time to list it in the catalogue for the coming year's trade. Mr. J. R. B. Ransom, an officer of the company stated that they had been fortunate in securing the California motor cycle, manufactured at San Francisco during the past three years. Along with the good will and patents the company has secured the services of a mechanic skilled in the work of building these motor cycles and it is expected that the first product of the new department will be turned out some time in December.

Turners Falls, Mass.—C. S. Gove has removed his business to larger quarters.

Waltham, Mass.—A. L. Hill has discontinued business.

West Medford, Mass. — Wetherbee Bros. of Arlington, have purchased the stock of F. H. Gleany.

Whitney's Point, N. Y.—S. Rittenburg bought out T. R. Pease.

Embarrassments.

Boston, Mass.—Appraisement of the assets of the E. P. Blake Company, it is understood, will fix the value at about $10,000. Blake's schedule placed the value at $19,605, the liabilities being $34,000. It is likely that an offer of 30 per cent. will be made to the creditors, which, if not accepted, will result in the sale of the business.

Brockton, Mass.—The offer of the Motor Cycle Company, which is in the hands of a receiver, has been approved by the creditors. The plan is to reorganize and give creditors 7 per cent. preferred stock in payment of their claims.

Chicopee, Mass.—Ernest E. Pelky, bicycle dealer, has filed a petition in bankruptcy. His liabilities are $3.887, including $2,500 due L. H. and Angeline Thurston, of Barre, Vt., who are secured by a mortgage on real estate in Chicopee. The assets, aside from this real estate, consist of personal property valued at about $550.

Columbus, Ohio.—A receiver has been appointed for the Young Repeating Arms Company, in the person of Paul Jones, whose bond has been fixed at $20,000. The appointment was made by Judge Marcus G. Evans, upon the application of Charles A. Young, who owns 1,695 shares of the stock. The company was incorporated under the laws of New Jersey with a capital stock of $60,000 and has been in operation since January 1, 1902, and has about $4,000 worth of finished arms at the factory, besides a number in process of manufacture. The working force numbered thirty men, whose threats to bring suit to collect money due them, precipitated the receivership. In his petition, Mr. Young says that the total indebtedness of the company is $25,000. There is due the workmen $3,000 and the plaintiff $5,285, while there is less than $200 cash in the bank. In an interview, President R. S. Rhoads said that a meeting of the directors would be held for the purpose of reorganizing and placing the company on a firm basis. He said the action was taken to protect the creditors.

Miscellaneous.

Hartford, Conn.—The price list of the Pope Manufacturing Company, issued recently, shows some interesting changes in the retail figures on well known lines, and the changes are all in the nature of advances. Most notable is a uniform advance of $10 all along the line on Columbia chain wheels. The Columbia chainless has been advanced $5, that is, from $70 to $75. The accessories that go to make up the increasingly popular mode with "all modern improvements" remains the same in price. The cost of the improvements total up so that a Columbia 1904 chainless with all the up-to-date features will cost just $100. This is figured out thus: Columbia two-speed chainless, with coaster brake, $90; cushion frame, $5, cushion forks, $5. The coaster brake on any wheel costs $5 extra; the two-speed, which necessarily includes the coaster brake, costs $15 extra, and as the two-speed mechanism is not an attachment that can be put on any old wheels, but constitutes a model of itself, thus makes a regular $90 model. Other changes are the addition of a $30 "Stormer" model and a new racing wheel at $60 to the Tribune line. The $50 model of this year is now a "light roadster" at the same price. The $40 models of the Tribune and Cleveland line are retained. The Hartford and Westfield lines and prices both remain unchanged.

Ilion, N. Y.—H. E. Van Alstine has been granted, through Milton E. Robinson, the patent attorney of this city, a patent for an automatic reel. The particular feature of the reel is the device for throwing off the brake, by means of which a constant tension on the line is secured. The Martin Automatic Fishing Company of Ilion has taken up the patent and will engage in its manufacture.

Marietta, O.—The Marietta Sporting Goods & Machinery Co. has made an assignment for the benefit of their creditors. The assets of the company are $7,000, and the liabilities will probably reach $5,000.

Middletown, Ohio.—The $50,000 damage suit brought by Oscar Selbach against the Miami Cycle and Manufacturing Company, was dismissed recently by the Common Pleas Court at Hamilton, Ohio.

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Neal & Brinker Co.

18 Warren Street New York City

Eastern and Export Agents for

H. D. EDWARDS & CO.

DETROIT, MICH.



Manufacturers of

The "Hartz" Steel Tackle Blocks

The best for all purposes

The Eddy Steel Tackle Blocks

"A good block at a low price"

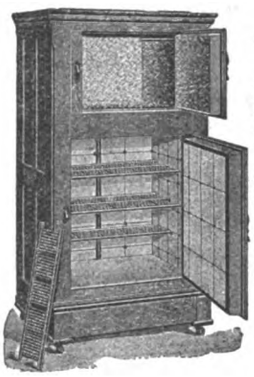
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YOU'LL find great satisfaction in selling your customers good refrigerators. A Baldwin costs no more than other makes, but it lasts longer, uses less ice, is colder and preserves food better.



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All goods thoroughly constructed on correct scientific principles, and handsomely finished.

Special circulatory and cleanable features not found in other makes.

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NEAL & BRINKER CO. 18 Warren Street NEW YORK CITY

The Baldwin Refrigerator Co.

Burlington, Vt., U. S. A.

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Waffle Irons, Broilers, etc.

Wagner Manufacturing Co.

SIDNEY, OHIO, U. S. A.

The Waynesburg Pressed Steel Co.

WAYNESBURG, PA., U. S. A.

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WORKS:

West Waynesburg Pennsylvania

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Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

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ADAM'S STEEL & WIRE WORKS,

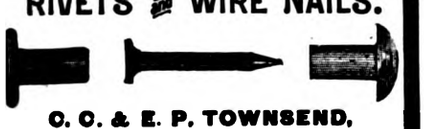
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RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

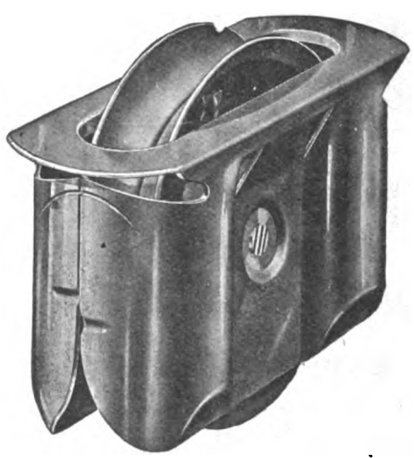
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STOCK HARDWARE, Paint, Oils and Stoves. $9,000 to $12 000; located midway between New York and Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owner's desire to retire. Write for particulars. Address Builders' Hardware, care HARDWARE, 309 Broadway, New York. No. 74

Salesman Wanted.

SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

WANTED—A First-class Salesman, familiar with the largest trade in handling Toys. Must furnish the very best references and be capable of bringing atisfactory results. Write, stating salary and giving references covering habits, ability, and place of residence, to F. V. B., care of HARDWARE. 80



"GRAND RAPIDS"
ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

Agency Offered.

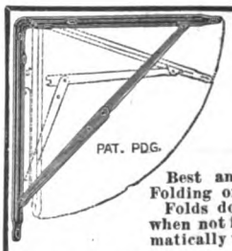
LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Male Help Wanted.

SALESMEN—For Oil and Vapor Stoves, for New York and New England states; prefer experienced men with large clientage among hardware dealers. Liberal commissions and exclusive territory given to capable and responsible men. Address, stating age, Bank and Commercial references, Vapor Stoves, Care of Hardware Pub. Co., 309 Broadway, New York.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



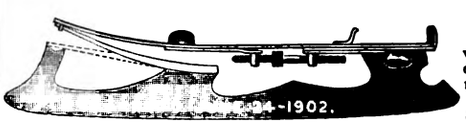
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PRESSED STEEL SHELF BRACKETS
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Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.



THE BROWNIE

Fast up-to-date spring ice skate, with novel device to adjust skate to inside of toe, on any shaped toe. Spring acts on principle of spring board, no lame ankles. Best material, highly nickeled; ask dealer or send $3 50 to Brown Spring Ice Skate Co., Webster City, Iowa.

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INDIA OILSTONES

India Oilstones are as nearly perfect as an Oilstone can be.

They are of uniform grain throughout assuring an even working surface at all times.

They are manufactured in coarse, medium and fine grades; all shapes and sizes, which adapts them to every class of work.

They cut faster and wear longer than any other oilstone on the market.

India Oilstones are sold by leading tool dealers the world over.

Manufactured by

Norton Emery Wheel Co.

Please Notice—We have a complete line of Arkansas, Washita, Queer Creek and Hindostan Oilstones; also Scythe Stones, Razor Hones, Knife Sharpeners, etc. You can cover your complete requirements in the sharpening stone line with one order placed with us.

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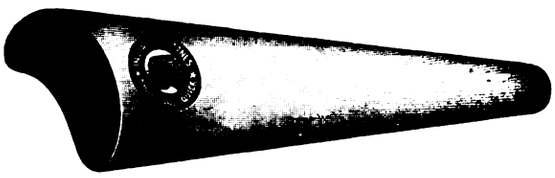
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Pike, N. H., U. S. A.

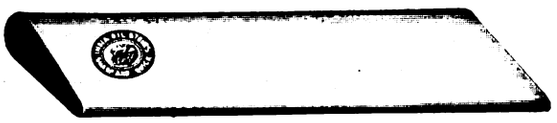
SHARPENING STONES FOR EVERYTHING THAT HAS AN EDGE.



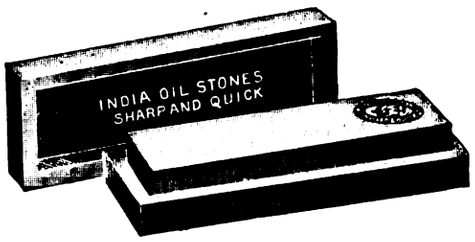
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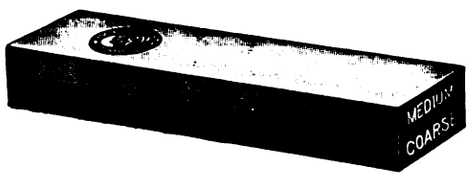
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India, Mounted in Wood Box



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Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

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THE AMERICAN STEEL ROOFING CO.

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

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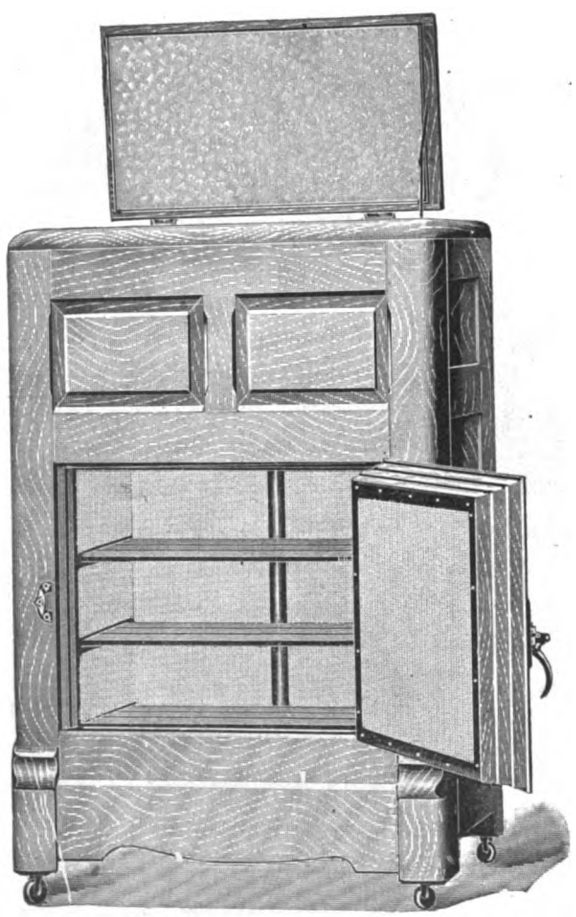
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MANUFACTURERS OF

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS MADE FROM SHEET STEEL & STEEL & BRASS WIRE.

BRISTOL, CONN. P.O. BOX 416



COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent Shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note— We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our line will be shown at Chicago, on and after January 2nd, by Mr. F. L. Hood, at the New Exhibition Building, 3rd floor, 1411 Michigan Ave.

Our New Catalogue will be ready about December 20th. Shall we send you a copy?

COOPER & McKEE,

113 to 121 LORIMER STREET,

BROOKLYN, NEW YORK.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $2.00.
In ¼ Boxes.....20&5%
In 1-10 Boxes.....20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 49
Cent. Fire,.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2 25
Markle's Chilled.....1 85
Raymond's Chilled.....1.85
Sparks Chilled.....1 85
Tatham's Chilled.....1.85

GUN WADS—per 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10......70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.: per doz.
Hawkeye.....$3.25
Western.....3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....60%
Steel Drive.....40%
Kohler's: per gro.
Invisible, No. 3.....$5.00
Perfect, No. 2.....7.20
Bolt Holder, No. 1.....9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ℔ lb, net.....7¼@8c
Hay Budden, Wrought.....9@9¼c
Horse Shoe Brand.....9@9¼c
Peter Wright's.....10¼c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%
Bench Anvils, Phoenix.....40%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car " .....
Machine Bits
} 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable..$10.50@11.00
Cincinnati Nos. 1, 2 and 3.....25&10%
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Swan's.....50%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@4 25
Mayhew's Diamond ℔ doz. $1.25..40%
Swan's.....40&10%
C. E Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40&10%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$5.50@6.00
First quality, Jobbers' brands.5.25@5.75
Beveled, add 25c. ℔ doz.
Firemans Bradleys.....5%
Ice " 30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9. 25

HATCHETS—

Hunt's Underhill's or Blood's...40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.....
Picks and Mattocks.....50%
} 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " .....9 00 "
200 " ½ bbls.....
375 400 lb " .....
} .08½ lb

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Large Dial, Class D.....30%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50.....25@30%
Tinned, each, $9.00.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....58@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
Lever, R. & E. Mfg. Co.'s...55@55&10%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....70%
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50&10%
"Imperial," seamless stitched.45&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Belting, Stitched Cotton—

Sphinx Brand.....60%
Competition Brand.....70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Phoenix.....50%
Seymour Smith & Sons.....35&10%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

Per Pound
Sisal.....11½c
Standard.....11½c
Standard Manila.....12c
Manila.....12½c
Pure Manila.....13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ dos. $3.00.....33⅓@40%
Excelsior ℔ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ℔ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel.....75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&60&10%
Eddy's.....60@10&70%
Hartz' Steel.....50@60&10%
Iron Strapped, Japan'd Sheaves..70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts.....65&5%
Machine, Plain Nuts.....65%
Carriage, Common.....60&10%&10@70
Norway Iron, list Oct. '84.....80%
Phila., Eagle, list June 1, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½& 10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60%
Stove.....80%

MISCELLANEOUS—

Sink.....80

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

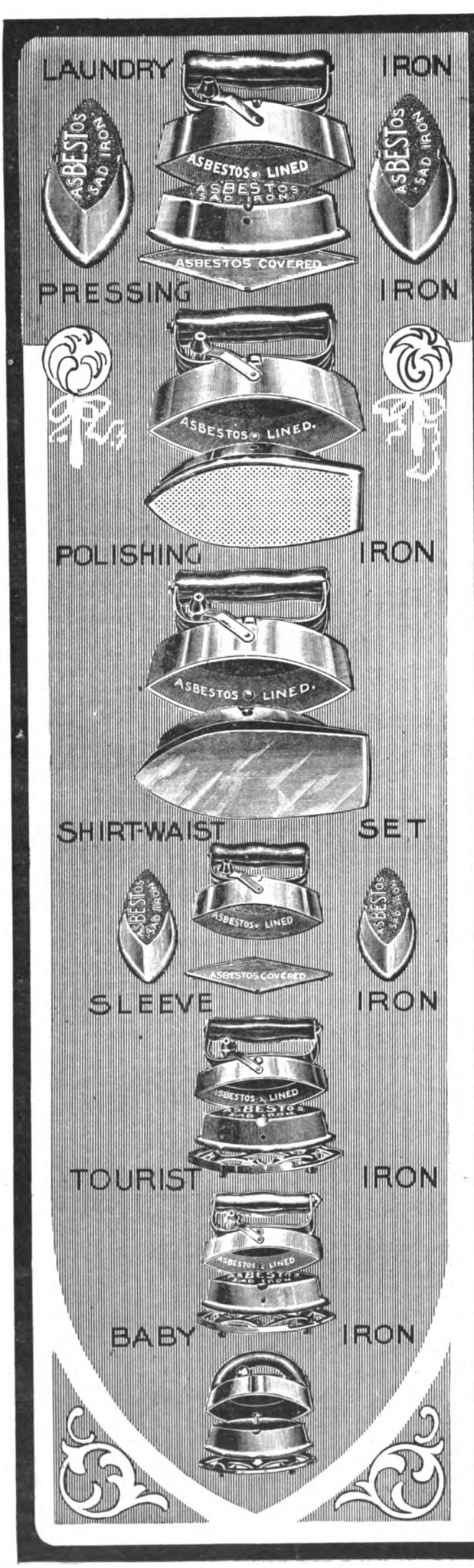
Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax		.40%
Phillips		$4.00 net

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ASBESTOS SAD IRONS

REPRESENT the highest type of Sad Irons on the market. It is the only complete line comprising every kind of iron required for family use.

The Laundry, Polishing and Pressing Irons are so made that one hood or cover does for all, enabling the owner of one iron to procure the others at trifling cost, by purchasing only the required cores.

We shall continue advertising

ASBESTOS SAD IRONS

extensively in publications read by women.

They are no longer an experiment and are everywhere recognized as the irons of the future.

If you care to stock a line of Sad Irons, complete in every possible requirement, which bring more money, and afford a better profit than others, write us or your jobber for prices on the complete line.

THE DOVER M'F'G. CO.
CANAL DOVER, OHIO.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....30&10&5%
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American...60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5&60&10%
Gen. Spofford's.....50&10@60%

Brackets—
Brackets, Griffine Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....℔ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903.35&10@90%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's.....50%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....50@50&5%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....25%
Humason & Beckley's.....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts.....50%
Wrought Brass, list Sept.'96.30@30&10%
CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns.....70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%
WROUGHT STEEL—
Table and Back Flaps.....75% } Extra 10% to 10&10
Narrow and Broad.....75% }
Inside Blind.....75&10% }
Loose Pin.....75&10% }
Loose Pin, Ball and Steeple Tip.....66⅔% }
Japanned, Ball Tip Butts.70&10% }
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10% }

Calipers—
Bemis & Call:
Wing.....60%
Double.....65%
Inside and Outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....55%

Can Openers—
American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
Hopper's.....℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ℔ dos., $3.00.....50%

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Martin's Patent (Phœnix).....45%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%
Tucker's Patent, low list.....30%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American".....40@45&1%
"Niagara".....45@50&5%
"Eureka".....45@50&1%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$8.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain.... } 40%
Covert Mfg. Co., Halter Chain... }
Covert Mfg. Co., Heel Chain..... }
Covert Mfg. Co., Rein Chain..... }
Covert Mfg. Co., Stallion Chain.. }
Galvanized Pump Chain.....4½@43½c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain. list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60,&10&10%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains.....45@50&5%
Trace, Wagon and Fancy Chains: New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Chain Hoists—
Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Carpet Stretchers—
Montross' "Excelsior,"...℔ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....℔ dos.,.....50c
Phoenix.....50%
Socket.....℔ dos., $1.75@$2.00

Carpet Sweepers— ℔ doz.
Bissell's "Cyco" Bearing "American Queen".....$27.00
Bissell's "Cyco" Bearing "Boudoir".....27.00
Bissell's "Cyco" Bearing "Ideal".....25.00
Bissell's "Cyco" Bearing "Gold Medal".....24.00
Bissell's "Cyco" Bearing "Premier".....24.00
Bissell's "Cyco" Bearing "Prize".....24.00
Bissell's "Cyco" Bearing "Welcome".....24.00
Bissell's "Cyco" Bearing "Superior".....24.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed.....23.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed.....24.00
Bissell's "Standard," japan trimmed.....20.00
Bissell's "Standard," nickel trimmed.....22.00
Bissell's "Crown Jewel," japan trimmed.....19.00
Bissell's "Crown Jewel," nickel trimmed.....21.00
Bissell's "Cyco" Bearing "Parlor Queen".....30.00
Bissell's "Cyco" Bearing "Crystal".....36.00
Bissell's "Cyco" Bearing "Grand".....36.00
Bissell's "Cyco" Bearing "Club".....54.00
Bissell's "Cyco" Bearing "Hall".....60.00
Subject to quantity rebates as follows:
8 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Misses".....9.00
(Subject to quantity discounts.)
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
Marion Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ℔ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix } 70
Ohio Tool Co. }
P. S. & W. }
Swan }
Witherby }
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%
COLD CHISELS—
Good quality, ℔.....15@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Clamps—
Phoenix:
Mal Screw.....60&5%
" Cabinet.....40&10%
" Quilt Frame.....40%
Adjustable.....50%

Cleaners, Sidewalk— ℔ dos
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%

Coffee Mills—
Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%
National Specialty Mfg. Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div.....25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@50&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson.....℔ doz $10.00
Williamson's.....40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net.....$3.00

Corn Hooks— ℔ dos
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....½&5%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....20%
Dixons: ℔ gro.
Eclipse.....7 in.$3.75 9 in.$4.38
Emerald.....5.06
Oriole.....5.00
Rainbow.....3.12
Solid.....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Fitch's List.....net prices
Kohler's.....40%
New York Stamping Co. List, Sept. 17, '97.....40%
Phoenix.....40%
Perfect.....40%
Rubber, ℔ doz. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10@60%
Home.....50&10
Ogden's.....33⅓@40%

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....30%
Perfect.....65&10&10
Star (Coil), list Oct. '95.....30%
Torrey's Rod.....50@50&10%
Victor, Coil.....50&10&10%

Drain Cleaners—
Iwan's Adjustable.....55%
Iwan's Stationary.....45%

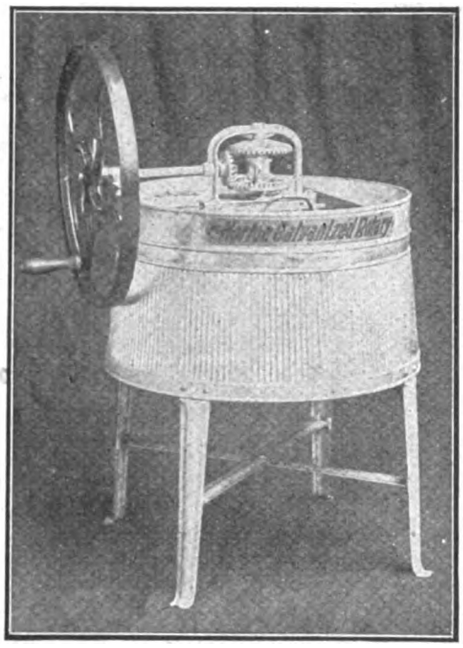
Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Swan's.....70@70&10%
Jennings & Griffin.....65&2&10%
Ohio Tool Co.....70@70&10%
P. S. & W.....70@70&10%
Witherby.....70@70&10%
Watrous.....15⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3 00.15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench.....30%
Upright, B. & P.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

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A New Trade Winner.

Horton Galvanized Rotary Washer No. 9.

Made of steel throughout, doubly seamed and heavily galvanized after constructed, making leakage an impossibility.

We also manufacture the following well known Washing Machines, catalog of which will be mailed promptly upon receipt of request.

Carried in stock by all leading jobbers.



Western	(Square)	Made in two sizes.
American	(Round)	" " one size.
Western Rotary	(Square)	" " two sizes.
Horton Rotary	(Round)	" " one size.
Globe	(Double Rubber)	" " three sizes.

If your jobber does not handle them write us for prices.

HORTON MFG. CO., Ft. Wayne, Ind.

Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. ..... 25@30%

Egg Beaters—

Keystone 33⅓%
Spiral ..... ₩ gro. $4.25@$4.50
Standard Co.. ..... Net prices.
Taplin Mfg. Co.....Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb.....10c } 20%
No. 54 to 150, ₩ lb.....10c }
Flour, ₩ lb..... 8c }

Enamelline— ₩ gro.

No. 4..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood.....35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge".....$3.00
Popes..... 3.00
Wilkinson's ..... $3.00 net
Westerholm's.....$3.25

Faucets—

Brass Globe Cocks .....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh..... 65&10@70%
Fin..... 65@65&10%
Frary's Iron Petroleum .....60@50&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined ....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American..... .....75&5%
Arcade ....75&5%
J. Barton Smith..... .....75&5%
Disston's..... 75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ....75&5%
Mc Clellan..... ....75&5%
Nicholson .. ..70&10%
Nicholson's X. F. Files .....30@30&10%
Royal..... .....80@80&10%

IMPORTED—

Stubs.. .....Stubs' list, 30@33⅓%

Filters—

Acorn..... .....50%
Fulper's Natural Stone ..$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ dos. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Dovert's Saddlery Works:
Great American..... 60&20%
Fitch's..... .. ..net prices

Fluting Scissors—

List. 45%

Forges—

Boynton & Plummers.....60%

Forks—

Geneva:
Two-Tine Hay and Boy.....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines ....50&10&5%
Four-Tine Hay..... .. ..60&5%
Long Three Tine, Grain, &c..... 65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header... ....65%
Three-Tine Baler.....65%
Four-Tine Baler 65%
Barley and Grain.....60&20%
Champion Hay..... 60&5%
Champion Manure.....60&15&2½%
Champion Header..... 65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks.....70&2½%
Potato Digging... ... .60&10
Baling Press ..... 60&12½%
Stable and Fish..... 50&10&5
Heavy—
Sugar Beet..... .....50%
Vegetable Scoop.....50%
Coke and Coal..... ....50%
Cotton Seed.....50%
Sluice 50%

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.... .....
Barn.....
Sluice .....
Cotton Seed..... .... } 40&10%
Coal and Coke.....
Stone.....
Tanners'.....
Shaving.....
Oyster.....

Fruit, Wine and Jelly Presses.

Enterprise ....20@25%

Fry Pans—

Standard List.....70&10

No....	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse.....	$2.60	
Cotton Fuse	2.90	
Single Taped Fuse.....	3.25	5@10%
Double Taped Fuse	4.20	
Triple Taped Fuse.....	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard ..... .25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10&10%
Stanley's..... 20@20&10&10%
Starrett's Surface, Center and Scratch .. .. 25&10%
Wire, Morse's..... 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut..... ....40&10@50%
Metal Head..... .....50&10%
Wood Head..... .....50%
Swan's, German Pattern.... ..40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic.....40%
Martins..... ....40&10%

Glue Pots—

Enameled..... 40%
Tinned 35%

Graters—

Enterprise .....25@30%

Graphite, Lubricating.

Dixon's Pure Flake
633- 1 lb. cans,.....20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes,..... 15 cts. lb.
645- 50 " " ..... 14½ cts. lb
646-100 " kegs,..... 14 cts. lb.
647-350 " barrels,..... 12 cts. lb.

Grindstone Fixtures—

Cronk's..... 50%
Forest City.....30@30&10%
Sargent's Patent..... 60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light..... .60&10%
P. S & W.....30&10@40
Reading..... .....60%

Gunpowder—

See Ammunition.

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Gun Wads—
See Ammunition.

Hafts—
Britton's ..... ℔ doz. $6.50

Halters—
Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters..... .....45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....℔ doz. net $3.50
Maydole's..... 33⅓&5@40&10%
Phoenix, Tack.....40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... .40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb .....70&2½%
3 to 5 lb .....70&12½%
Over 5 lb .....
Wilkinson's Smiths.....9½c@10c ℔ lb

Hammock Ropes—
Covert Mfg. Co.:
Jute ....40&5%
Sisal.....20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's..... .... ℔ doz., $15.00

Handles—
WOOD—
Auger, assorted .. ... ℔ gr. $2.75@3.00
Auger, large .....℔ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8 2½.....40%
Auger, Swan's Pat., ℔ set, No. 3, $1.00: No. 4. $1.25.....25&10%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel..... .....
Brad Awl ....
File..... .....} 25@33⅓
Auger.....
Soldering Iron ... .
Brad Awl..... ℔ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ℔ doz., net 1.50
File, assorted ..... ℔ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ℔ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ℔ gr. $ .90@1 50
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles 60%
CROSS-CUT SAW HANDLES—
Atkins 40%
Champion .....45@45&10%
Disston's..... .....50%

Hangers, Barn Door—
Old Pattern..... .....60&10%
New England.....66⅔@70%
Lane's Covered. ... .50&10&10%
Lane's Hinge Pattern..net $7.20 ℔ doz.
Lat e s:
Standard .....50&10&10&5
Special..... .. 50&10&10&5
Track for same.....℔ 100 ft. net, $3.75
Cronk's Roller Bearing.....60&10%
Cronk's Steel, cov'd. Loose Axle....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00. ℔ dozen pairs.....60&10%
Myers' Stay-on .. ..50&10%
Wilcox's New Century.....50&10&10%

Hangers, Parlor Door, etc.—
Lane's:
Standard.....net, $3.35
Ball Bearing..... ..... 4.15
New Model 3.35
New Champion 2.25

Harness Snaps—
See Snaps.

Hasps and Staples—
Cronk's.....50%
McKinney's "Perfect," $1.10 ℔ doz.50%
Wrought.....85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... .....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10&10%

Hay Tools—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$7.00
Comb. Car, Wood Track..... .. 7.00
Common 6 in. Wood Sheave Pulley, Fig. 448.....℔ doz. 3.20
D. H. Fork, Steel Regular...each, 1.60
Double Grapple Fork .....each, 7.00
Double Rail Steel Track, complete with clamps.....℔ ft... .20
Faultless Steel Frame K. P. Pulley, Fig. 435 .....℔ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 .....℔ doz. 3.80
Floor Hooks ¾ in.....℔ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486.....℔ doz. 4.80
Hanging Hooks for Double Steel Track .....℔ doz. 1.40
Hanging Hooks for Single Steel Track .....℔ doz. 1.40
Hanging Hooks for Wood Track, 10 in.....℔ doz. 1.00
Hanging Hooks for Wood Track, 16 in..... ..... 1.30
Malleable Frame K. P. Pulleys, Fig. 676.....℔ doz. 4.60
Malleable Rafter Brackets, ℔ doz.
Nellis Fork.....each, 3.00
New Myers Iron Rod Car..... 7.00
Reed Wood Frame Pulley with Hook, Fig, 434.....℔ doz. 4.00
Rev. Car., Double Steel Track.... 7.00
Rev. Car., Wood Track..... ... 7.00
Rope Hitch.....℔ doz. 3.00
Single Rail Car, Single Steel T.... 7.00
Single Rail Steel Track with clamps. ..... ℔ ft. .20
Sprout's Shear Fork, each.....$1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ℔ doz..... 3.20
Sure Grip Sling Car, Steel or Wood Track.....12.00
Walker Fork, each.....2.50
Wrought Rafter Brackets ℔ doz .70
Discount on above, 10%

Hay and Straw Knives—
Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ℔ doz. net $10
Iwan's Hay, Imp. Serrated ℔ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net$10
Auburn Straw..... .....40&10%
Lightning, from jobbers.....60&5%
Wadsworth's..... 40&10%

Hinges—
WROUGHT IRON HINGES—
Screw Hook and Strap, { 6 to 12 in., ℔ lb, 3½c. / 14 to 20 in., ℔ lb, 3½c. / 22 to 36 in., ℔ lb, 3c.
STRAP AND T HINGES.
New List, March 15, 1901.
Light Strap Hinges.....80&5%
Heavy Strap Hinges....80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges.....75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps.....70%
Corrugated Heavy Strap.80&20&10%
Corrugated Ex. Heavy T.....80&20%
} Extra 10%@10&5
SPRING HINGES—
Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking 15%
Chicago.....35%
Niles Manuf'g Co 30%
GATE HINGES—
Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ℔ doz. $7.80 .....60%
N. E., Reversible, ℔ doz. $5.60.....60%
N. Y. State, ℔ doz. $4.90..... 60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ℔ doz. $4.20.. .....60%
BLIND HINGES—
Baltinger & Berkley.....50&25&4%
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3..... .....70&10%
Mortise Gravity.. .....50%
Nos. 1, 3, 5..... ...70&10%
Nos. 40 and 50..... .....70%
Parker..... .....70&10%
Sargent's, Nos. 1, 3, 5, 11, 18.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ℔ doz. sets.30&10%

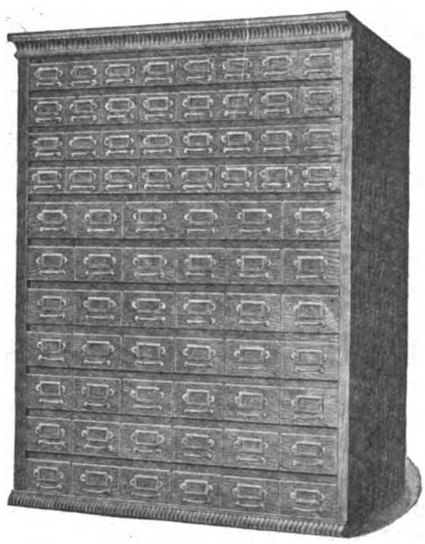
Hitching Cords—
Covert Mfg. Co..... ....45%
" " " ....
Hitchers Stall.....35%

Hoes—
Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island..... 70%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12½%
Straight Shank Planters....75&10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton.....70&10&10%
Ladies' Cotton..... .....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes .....66⅔&15%
Turf Edgers.....50&15%

Hoists, Chain—
"Moores'," Anti-Friction.....30%
" Hand Hoist... .....20%

MICE PROOF SEED CASES

HELLER'S No. 1900. DUST PROOF SCREW CASES.



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STEEL HARDWARE SHELF BOXES TO FIT YOUR SHELVING

W. C. HELLER & CO., MONTCLAIR, N. J.

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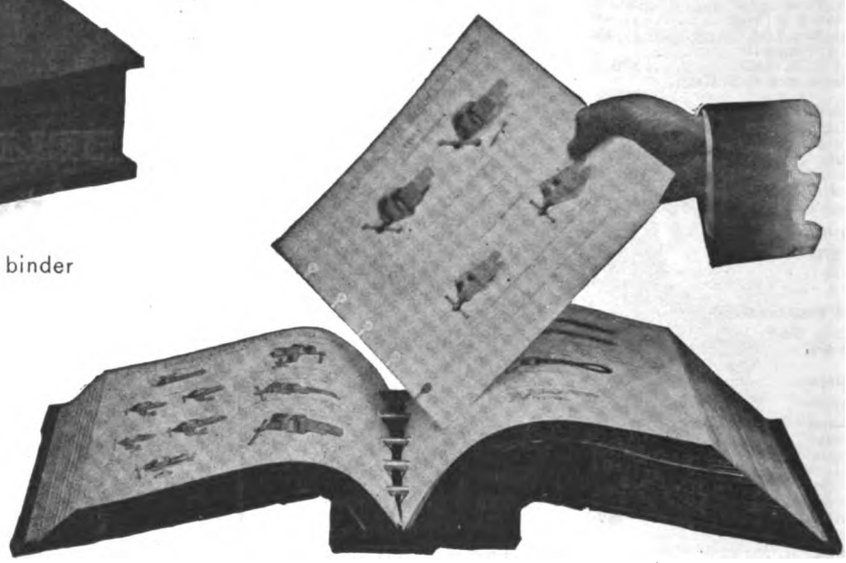
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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretzinger Cut-Ezy.....₩ doz. $3 net
CAST IRON
Bird Cage, Sargent's list...50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ₩ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE—
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks...85%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes -Brass.....60&10%
Hooks and Eyes -Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	..40&5%
American, all sizes						9½c net
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	.50&10%
C. B. K	25c	23c	22c	21c	21c	....40%
Capewell	19c	18c	17c	16c	16c	..10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	.30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	.....50%
Neponset, Nos. 5 to 10, ₩ lb						12c.
Northwestern	26c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	..33⅓&5
Vulcan	23c	21c	20c	19c	18c	.25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$6.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45
Jut.....45&
.....2

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00..25@30%
No. 84, ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓&5
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
See Hay Knives.

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. .....$1.25@1.50
Carriage, Jap.....₩ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
₩ dos., net.....$80

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T..70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6.50	each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
₩ doz. $12.00	$15.00	$24.00	....80%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₩ lb
Bar Lead.....5@5¼c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $5.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....₩ doz. $6.00 30&10@40%
Wood, Common, ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's...50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓&5%
Corbin.....33⅓&5%
Yale.....33⅓&5%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tioners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$5	$4.50	$6

Home No. 1, ₩ doz. $22-75.....50&10%
Little Giant.....33⅓@40%

Nos	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz.....30&10@40%

Nos	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ₩ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen..2.00
Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Eclipse.....₩ doz. 18 00, 25&10&10%
Eureka, No. 74.....₩ doz. net $8.50
Eureka, No. 75.....₩ doz. net $8.00
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....20&5%
Lightning.....₩ doz. $18.00. 20%
National.....₩ doz. 24.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₩ doz. 4.25
" No. 3 D.....₩ doz. 3.75
Large,
" No. 2 B.....₩ doz. 4.75
" No. 2 D.....₩ doz. 4.00
Nail Sets

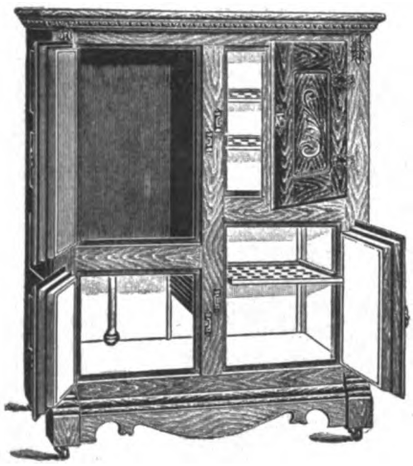
	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....₩ gr... $5 25
Corrugated.....6.75
Knurled.....6.75@7 50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb.
" Small " ..10c " "
Queer Creek Axe....20c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60c ₩ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round Edge Slips.....90c " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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REFRIGERATORS



YUKON

EGONOMIC

and

CHILKOOT

Zinc lined; also

White Enameled

There are excellent reasons why you should buy the above . . .

The Catalogue tells what they are

—send for one . . . . . .

The Michigan Barrel Co.,

Grand Rapids, Mich.

ECONOMY

DEMANDS

precaution against "check-raising." To neglect it is to invite losses costing thousands of dollars. Checks and papers of greater and less value, even when punched with expensive machines, have been raised.

Are You Protected?



The New Printamount

protects you against any possible check raising. It has 40 combinations. Prints "Not more than $—— (the amount desired)" on each check with Indelible ink. Warranted. Price $12.00 net. Agents wanted. Mention HARDWARE.

WESLEY MFG. CO.

61 Beekman St., New York, U. S. A.

Wherever Gas Is Used--There



THE "DOLPHIN."

The "Dolphin" Lightning Gas Heater.

What is true of the "Yankee" is true of the "Dolphin."

One can cook, boil, bake, roast, toast with either of them. Each is simplicity itself and indestructible. Built for daily use and emergencies.

1,000,000 in daily use in all parts of the world. Price within reach of al.

Money in handling them. Write us at once for prices.

Mention HARDWARE.

Dolphin Mfg. Co.,

Manufacturers,

24-26 Murray St., NEW YORK.

The "Yankee" Rapid Gas Heater.

Is unexcelled. **It fits any gas jet,**

Is adaptable to all pressures of gas.

Flame is enclosed. Fire and explosion impossible. Approved by Insurance Companies

It gives the greatest amount of heat with the least possible amount of gas.

CAUSES NO SMELL SMOKE OR CARBON



THE "YANKEE."

Eastman & Company,

Selling Agents for "Yankee" Heater.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, ₩ 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@6½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ dos.
Victor $60.00
White Mountain 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding 33 1 3%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" .. }
Ohio ..... } 30&5@30&10&5%
Sandusky ..... }
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 35%
Cronk & Carrier:
Pliers.
No. 1 ..... 60%
" 20 ..... net, $9.00
" 40 ..... 70%
" 50 ..... 60%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 50%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.N
½-lb. boxes, ₩ doz 1.95
1 lb. boxes, ₩ doz 2.35
U. S. Liquid, 8-oz cans, ₩ doz 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4.50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ dos. $3.00; 3 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₩ dos.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion ..... " " 6.00
Rival ..... " " 8 00
Ryan's ..... ₩ dos. $90.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net $6.50

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle ..... net $7.75
Perfection ..... " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ dos., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C. Co.'s Combination ..... ₩ doz., $12.00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel:
No. 3 2½-inch wheel, ₩ dos. in barrel lots, ₩ poz. 23¾c
No. 7, in barrel lots ₩ doz 25c
Extra for plated finish, ₩ dos 20c
Extra for antique bronze bushing, ₩ dos 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ dos., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump 15.00
No. 82, Fig. 528, 3 in. Deep Well Pump 17.00
No. 50, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 78, Fig. 333, 3 in. Deep Well Pump 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 103, Fig. 448, 3 inch Lift Pump 9.00
No. 108, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 225, Fig. 389, Windmill Pump 12.50
No. 235, Fig. 408, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 268, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 492, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Check 50%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₩ dos., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₩ dos. ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co., ..30%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.60
Barn Door, "None Better" No. 1, ₩ foot 3¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. B. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in ..... net, $3.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 5½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ..... 10@30%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ..... 70&10%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen 20,	$3.60
" 24,	3.75
Jumbo Lawn 36,	5.40
Paragon (Wood Head)	2.85
Steel, Garden, 10th	2.50
" " 12th	2 70
" " 14th	2.85
" " 16th	3. 0

Geneva Garden and Gravel 70%
Geneva Weidlers Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... .70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Wostenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ... }
White Japanned ... }
Bronzed Finishes .. } 70 to 75%
Electro-Plated ..... }
Nickel Plated ..... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ dos. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—
Tinners 70%
Miscellaneous 70%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ dos.	1.00	.60	.75	.75	.90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 15½c
2d grade, ¼ in. and larger 14½c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 12 c
⅜ in 12½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9¼c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 50&10%
Starrett's Rules and Straight Edges, Steel ..... 25&10

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3.15
Aluminum Finish " " 3.15
Full Nickel " " 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10&60%
Garnet Paper ..... 30@30&5%
Sand and Emery Paper .. 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50
Victor Bronze 75%
Victor Steel 70

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 13½@14c
Common India ..... ₩ lb 9@10c
Patent Russia ..... ₩ lb 12½@13c
Patent India ..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 33½@35c
"Samson" Braided Italian Hemp ₩ lb 34½@36c
"Samson" Braided Linen .... ₩ lb. 49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c, 5%
A Quality, White ..... ₩ lb 35c, 5%
B Quality, Drab ..... ₩ lb 35c, 5%
B Quality, White ..... ₩ lb 30c, 5%
United States:
B Quality ..... ₩ lb 18½c
C Quality ..... ₩ lb 17½c
White Cotton, Hard Braided .... ₩ lb 18c

Sash Fasteners.
Ives "Crescent" 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass .... 50&5%
Cast Iron ..... 60&2½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 80%
Reading ..... 60&10&10%

Sash Weights—
Ton lots at factory $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@35&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ½ to 3-16 in. Wide 60%

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H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

Every Day

is a "dull day" for the average household knife. That's why the Rose Automatic Grinder is *never out of season*. Only set it where it can be seen and tried by your customers, and it will earn more profit to the square inch of space occupied than anything in stock.

The ROSE Automatic Grinder

is a practical novelty. It is simple, durable and efficient. Drawing a knife through the slots as shown, brings it in contact with a *revolving* emery wheel, that sharpens it and does it right. Set one on your counter and see it sell itself.

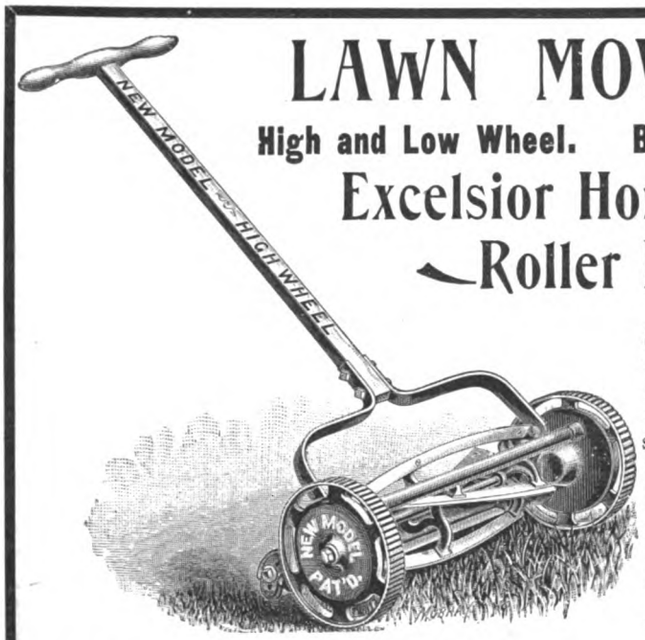
Of your jobber or write
THE I. M. ROSE CO.,
Dept. H
730 Market St.,
Philadelphia.



LAWN MOWERS

High and Low Wheel. Ball Bearing.

Excelsior Horse and Roller Mowers



Special Mowers for Golf Grounds and Tennis Courts.

Special attention given to Export Trade.

Send for Catalogue for 1903. We are sure our prices will interest you.

WALLIS, ROBINSON & CO
CHICAGO, ILL.
WESTERN AGENTS

CHADBORN & COLDWELL MFG. CO., NEWBURG, N. Y.

VROOMAN Sink Strainer

THE FAVORITE.



Kitchen Necessity & Labor Saver
Utility Self-Evident—Ready Seller.

Handled by all Hardware and Housefurnishing Goods Dealers, Order from your jobber.

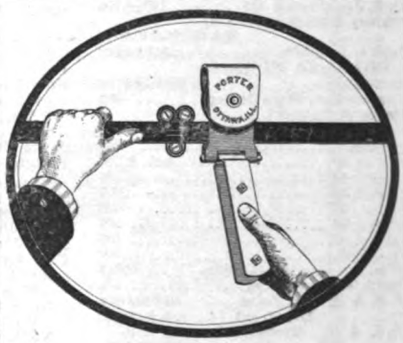
Manufacturers:
F. H. & E. B. VROOMAN, CHICAGO, U.S.A.

COLDWELL LAWN MOWERS



COLDWELL LAWN MOWER COMPANY,
NEWBURGH, N.Y.

Coldwell Lawn Mowers are used on the Links of more than four hundred Golf Clubs in the United States. They are used exclusively on the Parks of Greater New York, Chicago, Buffalo and other leading cities. They were used exclusively both at the Paris Exposition and the Pan-American Exposition. Every machine sold is positively guaranteed to the purchaser. Send for illustrated catalogue showing full line-hand, Horse and motor power.



PORTER

Barn Door Hangers
Hay Tools
Corn Planters
Hay Presses
Pumps
Cylinders, Etc.

J. E. PORTER CO.
OTTAWA, ILL.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&40
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2¾ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz.....95%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Semis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. $8.50
"Royal".....⅋ doz. 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.75
Stillmans.....⅋ doz. 1.00
Tairtors Positive.....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $2.50

Screens—

DOOR—

Phillips: ⅋ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors.....6 75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....60&5%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..⅋ doz. $6.00 net
Electric Spiral No. 02 ..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3 ..$12, 50%
Howard-Allard... { A1 ⅋ doz., $9.00 net / A2 ⅋ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ⅋ doz. $18.50 net; No. 2 ⅋ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ⅋ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 66.....70&10%
Snell's No. 5.....70&10%
No. 10.....75&10%
Nos. 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ⅋ doz.....$1.00 } 40%
Gem, ⅋ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz.

Natural Finish, Grass.....$5.00
Polished Blade, Grass.....5.50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00

Scythe Rifles.

3-Coat.....$10.00 ⅋ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ⅋ gro. }
No 2 " .... 4 50 " " }
White Mountain ... 9.00 " " }
Black Diamond..... 12.00 " " }
Lamoille..... 11 00 " " } 40%
Green Mountains... 6.00 " " }
Leader Red End .... 4.50 " " }
Willoughby Lake.... 9.00 " " }
Extra Quinnebog.... 7.00 " " }
Pike's Corundum....24 00 " " }
" Emery.....15.00 " " }

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1888 .50&10@50&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..⅋ gross, $10@$11.50

Skate Sharpeners—

Eureka.....⅋ doz. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x13.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $16.50@$20.00
2 Knives.....⅋ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee.....30&5

Snaths—

National Snath Co:
Scythe.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

⅋ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10%@75
Steel and Iron.....70&10%@75

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb.....6½c.@7c.

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50.....66⅔%
" Nos. 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%

Steels—

Chatillon's "Dicks".....30%

Stock Fountains—

The B-B Mfg. Co.:
"Dewey," ⅋ doz., net.....$18

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....85@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&10%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ⅋ doz., net.....$1.00
Columbia, No. 2, ⅋ doz., net.....1.50
Little Jack.....⅋ doz.....1.00

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The Victor

Our New Oven for 1904

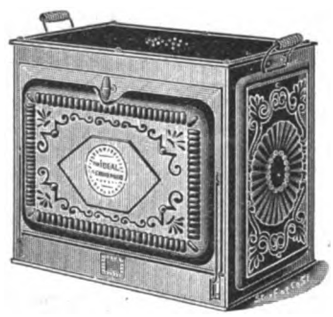
SET-UP OVENS

INVESTIGATE AND COMPARE the size, style, finish and price of the Victor with that of other makes, and we are sure you will send us your business.

Among Set-Up Ovens none is made of better material, none more beautifully designed and sold at so low a price as the Victor.

We have revolutionized the cost of oven making. We want to give you the benefit of it.

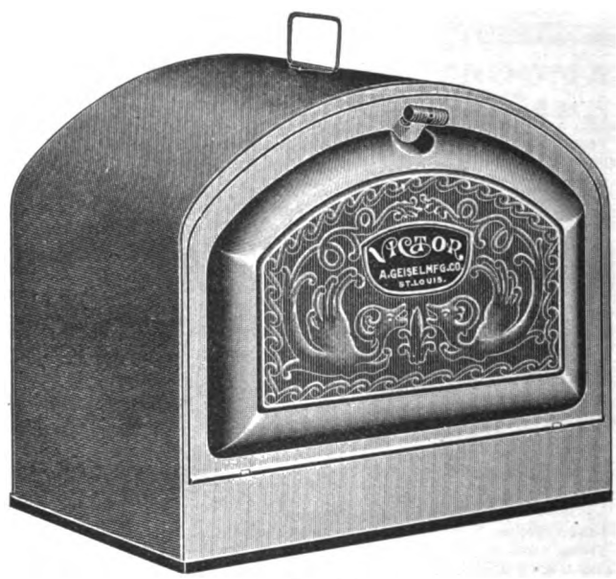
Being the largest manufacturers of Ovens, we are in position to offer a wide selection from a large line of high grade goods.



No. 8 Ideal Knock-Down Oven, set up, ready for use.



No. 8 Ideal Knock-Down Oven, packed one in a box, ready for shipment.



VICTOR

Knock-Down Ovens

Our Knock-Down Ovens are in the lead. They are sold the world over.

Are easy to handle; not easily damaged in transit or in stock; take one-fourth the space for storing Set-Up Ovens. Freight rate cut in half.

INVESTIGATE BEFORE CONTRACTING ELSEWHERE for next season's requirements. Write us for prices and further information.

Mention HARDWARE.

A. Geisel Manufacturing Co.

ST. LOUIS, MO., U. S. A.

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Tapes, Measuring—

American Asses' Skin.. ....40&10@50%
Leather Case ....25@25&10%
Steel .....33⅓@40%
Chestermans.....25@25&5%
Kouffel & Esser Co., New List, 1898:
Steel and Metallic 35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to 2 in. inc .....65&10%
2 1-8 to 3 in. inc. 40%
3 1-8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's 25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon 33⅓%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..
50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 808 and 804, ℔ 100. ..... net, $14.00
Payson's:
Balance, Iron List.....80%
Shaw's:
Copper Finished.....80&10%
Lever .....70@70&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12.00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole .....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse .....45@45&5%
Victor .....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; ca of 50 ..... 5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72..... 4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3 .....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trowels Mechanics—

Brade's Brick..... 30%
Disston's:
Brick and Pointing..... .....30%
Plastering..... .....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 30%
W. & McP. Plastering..... .....25%
"Rose" Brick, Plastering and Moulders..... .....25&5%

Trowels, Garden—

Koblers:
Mal. Hdl. Jap.....℔ gross, net, $5.00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co ... .25%

Vises—

Solid Box .....40&10@50%
Columbian Hdw. Co. 40%
Fisher-Norris ....15&10%
Armstrong's:
Combination. ... .50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's 40%
Howard's.....40%
Little Giant Bench..... ..25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher .....30@40%
Wood-Working .....15@20%
Planer .....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp. ....45&10%
Hand ....15&10%
Moore's.....20%
Phoenix:
Oval Slide .....40&10%
Coachmakers ... .33⅓%
Saw Vises..... .....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's 40%
Snediker's 30%
Stephens.....30%
Trenton .....40@40&5%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel..... 40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders.

Iowa and three Prong.....75%
Two Prong 75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co..... ... .40%
Bosley's Peerless..... ...60%
" X. L. C. R.....70%
Clayton's.. .....25&10%

Window Stop Adjusters—

Ives' New List..... .....25&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... .....30%
Bright Wire Goods,
New List. ....85&10%@85&10&10
Cast Steel Wire.....60%
Copper Wire 15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26..... .....77½%
Nos. 27 to 36..... .....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14..... .....72½%
Nos. 15 to 18 .....72½%
Tinned:
Nos. 6 to 14..... ... .75%
Nos. 15 to 18.... ....72½%
Nos. 19 to 30 .....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½
Nos 19 to 30 Bright Annealed Brush 72½%
Tinned Broom and Mattress.....72½%
Cast Steel..... .....65%
Charcoal Iron 60%
Gun Screw 65%
Picture Wire, List of Oct. 2, 1900.....
85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .....80&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. $1.15@1.25

Wire Rope—

New List July 1, 1899.
Bright ....40&2½%
Cast Steel..... .....30%
Iron, Galvanized, add 10 per cent to list .....35&2½%

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ....℔ doz. $1.50

Wrenches—

Agricultural.. .....75&10@80%
Alligator..... 65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright..... .....55%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight 40%
Protection..... .....40%
Boardman's..... ....30@33⅓%

Coes':
Genuine .....40&10&5&5%
"Mechanics'" .....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe ....50&10%
Gem 33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut 40%
Acme. .....60@60&5%
Bull Dog.....70%
Hercules 70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 40c
Linseed, City, Boiled, in barrels, ℔ gal. 42c
Out of Town on Spot.....℔ gal. 38c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....67c
Lard, Extra, No. 1 ....54c
Lard, No. 2 ....44c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$30.00
Barytes, Crude..... ℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 5¼@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs. ..℔ lb. net 7¼c
In lots of 500 lbs. and over...℔ lb. 6¾c
White Lead, Eng., in Oil..℔ lb. 7¾@9¼c
Litharge, Kegs. ....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk $1.40
In bladders..... ..... 2.40
In cans, 50 lb..... ..... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50

Spirits Turpentine—

In regular bbls..... 61 @61½c
In machine bbls..... 61½@ 62c

Dry Colors—

	℔ lb	
Blue, Chinese 30	@35	c
Blue, Prussian 28	@34	c
Blue, Ultramarine 5	@20	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary.... 5	@ 7	c
Green, Paris, in kegs 12½	@14½	c
Indian Red, American 3	@ 3½	c
Indian Red, English 4½	@ 8½	c

Colors in Oil—

Black Lampblack, best. 18	@18	c
Black Lampblack, common.. 8	@10	c
Blue, Chinese 35	@40	c
Blue, Prussian 32	@35	c
Blue, Ultramarine 14	@18	c
Sienna, burnt 11	@13	c
Sienna, raw. 11	@13	c
Umber, burnt..... 11	@13	c
Umber, raw..... 10	@13	c
Brown, Vandyke..... 10	@13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., FortMadison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baltinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks.
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H C H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ills.

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts.
E L. Ruggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. S. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgepost, Conn.
Voigt Starr & Co., New York.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt Starr & Co., New York.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers.
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co, Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord.
Samson Cordage Works, Boston.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co, New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Sharpeners.
E. Thompson Warn, Dixon, Ill.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scoops.
Avery Stamping Co., Cleveland, O.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport, Conn.

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Sewing Machine Needles.
Shrimpton Mfg. Co., New York.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Sheet Iron.
Bruce & Cook, New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Shepherd Crooks.
Iowa Farming Tool Co., Fort Madison, Iowa.

Shipping Tags
American M'f'g Co., Battle Creek, Mich

Shoe Knives.
C. J. Kimball Co., Bennington, N. H.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels, Steel.
Avery Stamping Co., Cleveland, Ohio.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Brackets.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
Avery Stamping Co., Cleveland, O.
Iowa Farming Tool Co., Fort Madison, Iowa.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.
Avery Stamping Co., Cleveland, O.

Spading Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Spark Guards.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg Co., Phila., Pa.
Voigt, Starr & Co., New York.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spoolers.
A. W. Bishop & Son, Racine, Wis.

Sporting Goods.
A. W. Bishop & Son, Racine, Wis.

Springs, Wire.
John Chatillon & Sons, New York.
Dunbar Bros., Bristol, Conn.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co, Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stamping Dies.
Hunt & Dorman Mfg Co., Cleveland, Ohio.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Johnll. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Skeins.
Sandage Steel Skein Co., So. Bend, Ind.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.
Canton Steel Roofing Co. Canton. O

Steel Shovels.
Avery Stamping Co., Cleveland, O.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Steel Springs.
Dunbar Bros., Bristol, Conn.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stencil Machines.
American Hardware Co., New York

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Boards.
Cooper & McKee, Brooklyn, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B Shuster Co., New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Strops, Razor.
Alfred Field & Co., New York.
Wm. T. Mann & Co., Cleveland, O.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co, Ft. Madison, Iowa

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Sargent & Co., New York.

Table Cutlery.
See Cutlery, Table.

Tack Pullers.
John H Graham & Co., New York.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
R. Heinisch's Sons Co., Newark, N. J.

Tin Plate.
Bruce & Cook, New York.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.
International Cutlery Co., Fremont, Ohio.

Tool Chests.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt, Starr & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Towel Rolls.
Udell Works, Indianapolis, Ind,

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
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Merrill Bros., Brooklyn, N. Y.

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Samson Cordage Works, Boston.

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C. E. Jennings & Co., New York.

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Fox Machine Co., Grand Rapids, Mich.
Hammond Typewriter Co., New York

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Voigt, Starr & Co., New York.
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Sandage Steel Skein Co., So. Bend, Ind.

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Wagner Mfg. Co., Cleveland, Ohio.

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Lane Brothers Co., Poughkeepsie, N. Y.

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Osgood Scale Co., Binghamton, N. Y.

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H. F. Brammer Mfg. Co., Davenport, Ia.
Boss Washing Machine Co., Cincinnati, O.
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White Lily Washer Co., Davenport, Iowa.

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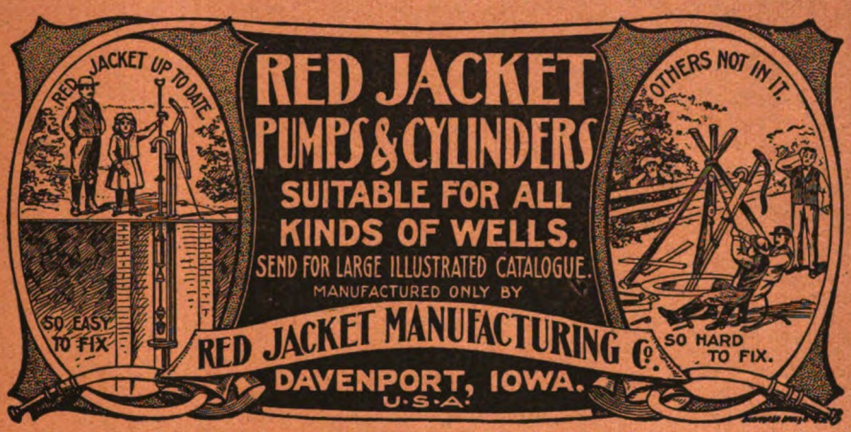
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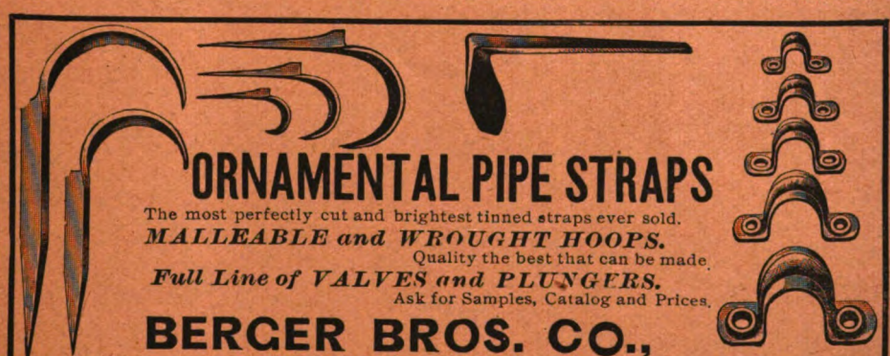
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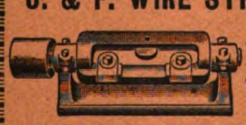
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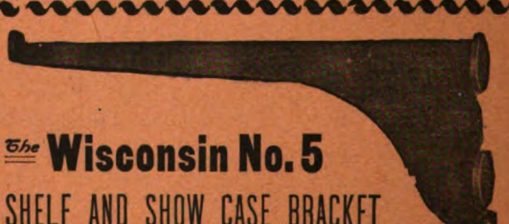
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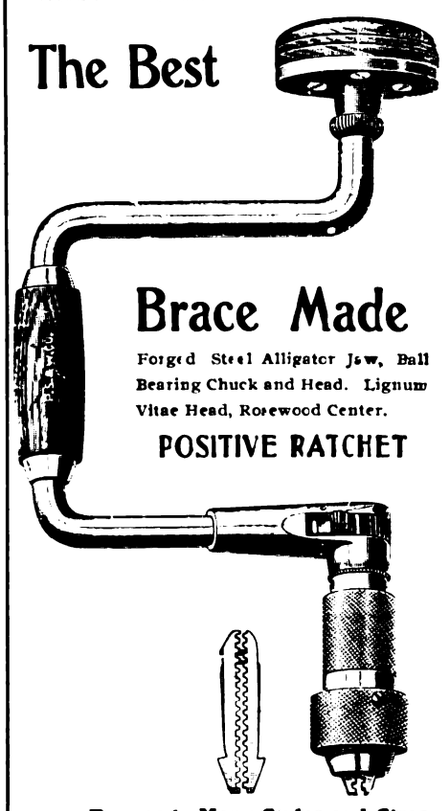
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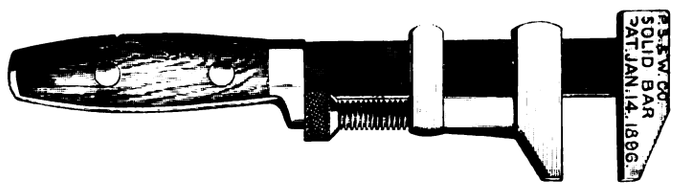
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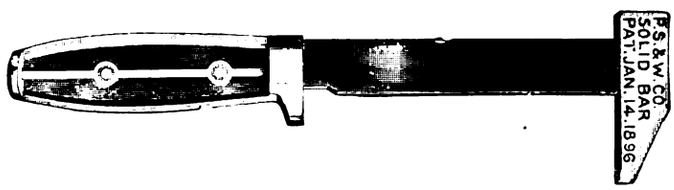


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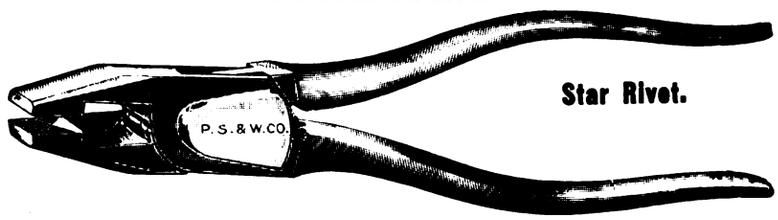


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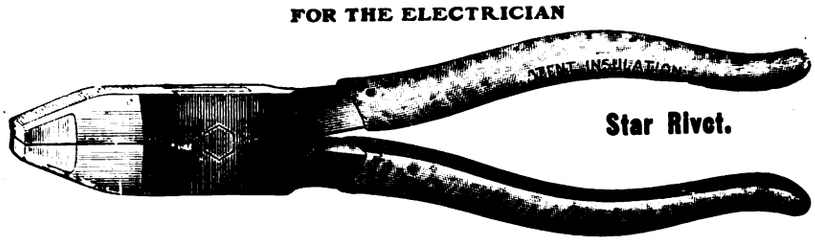
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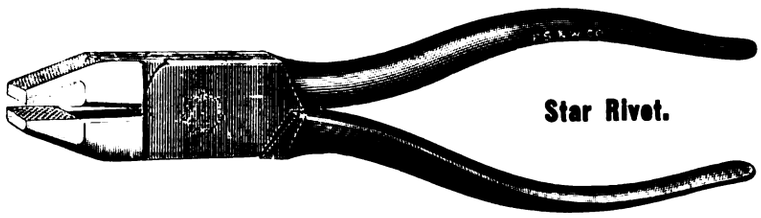
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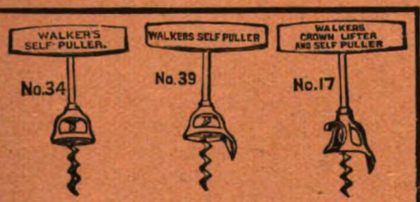
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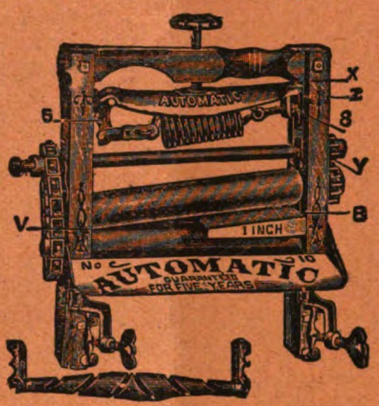
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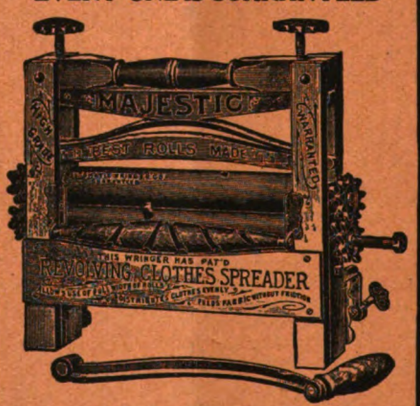
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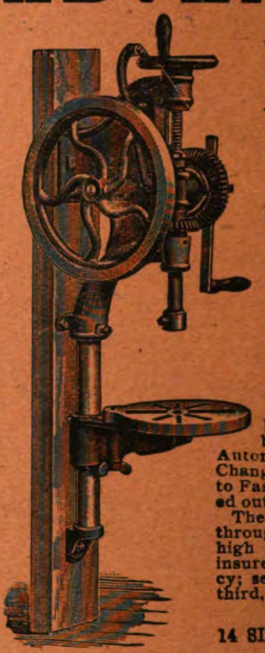
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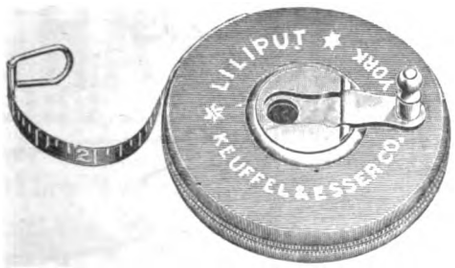
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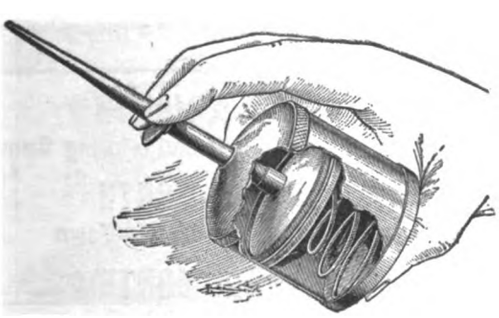
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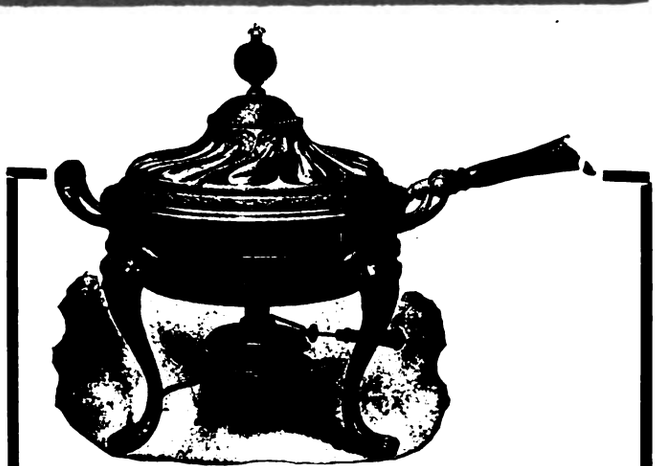
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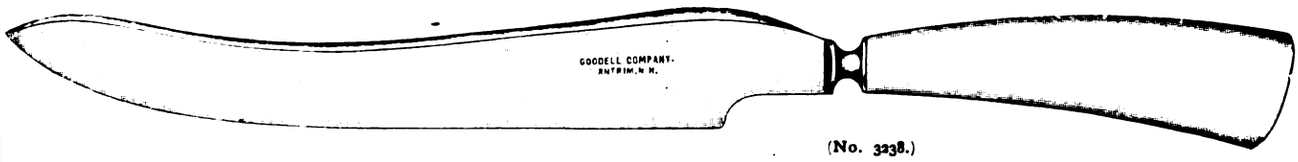
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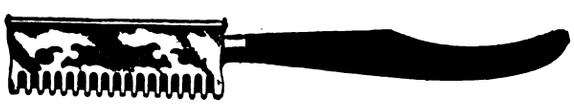
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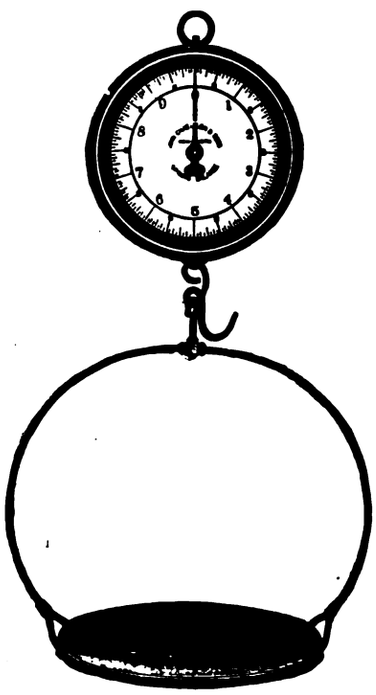
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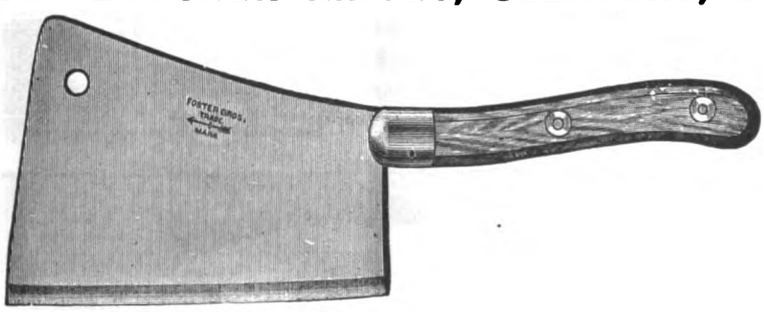


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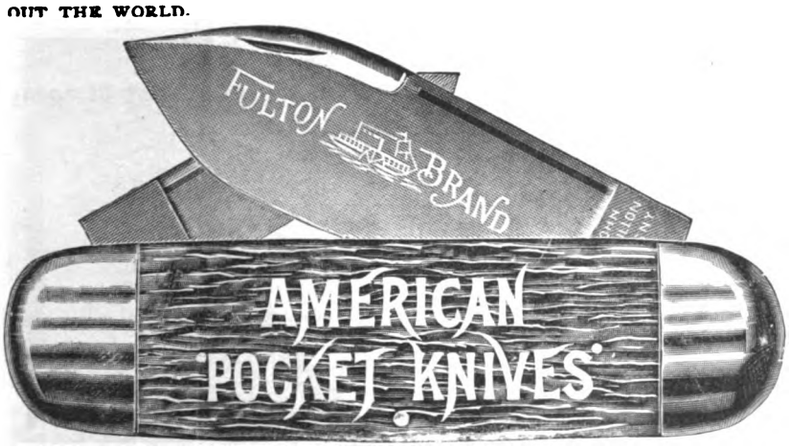


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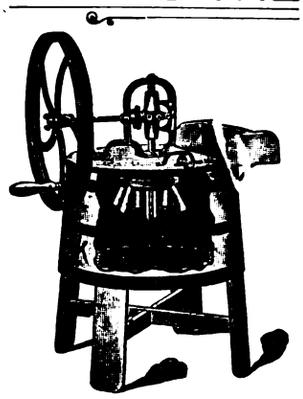
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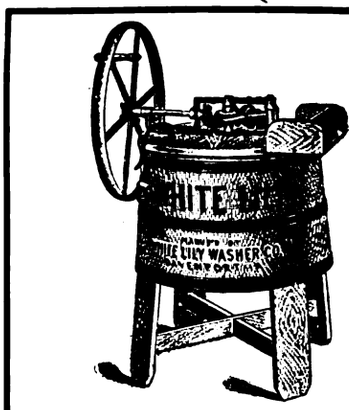
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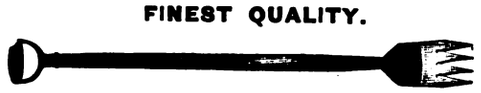


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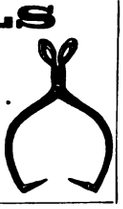
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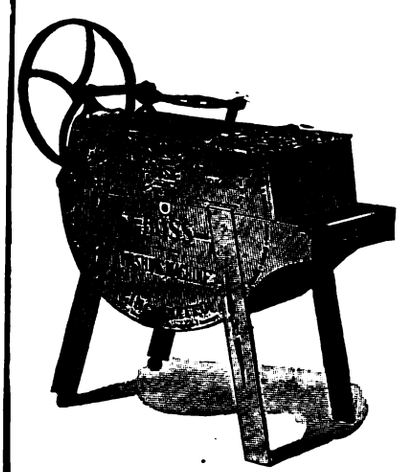
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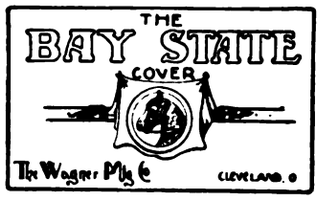
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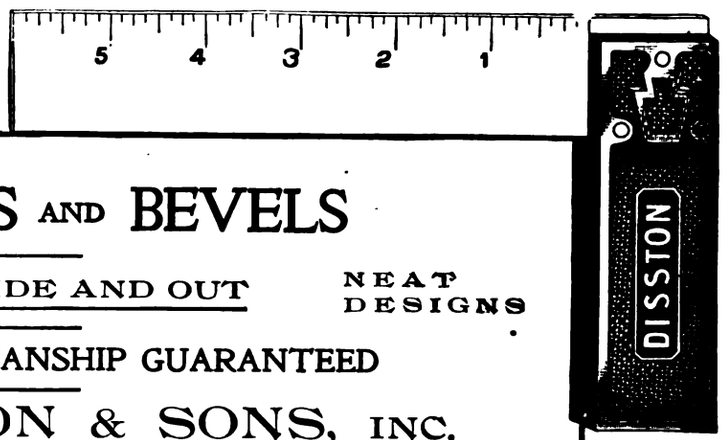
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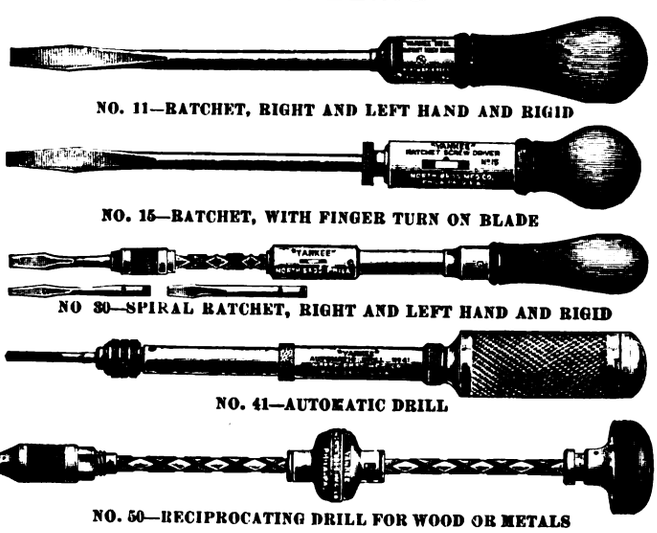
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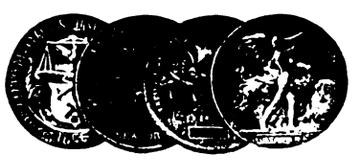
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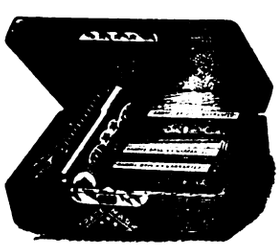
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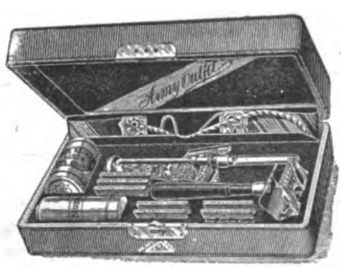
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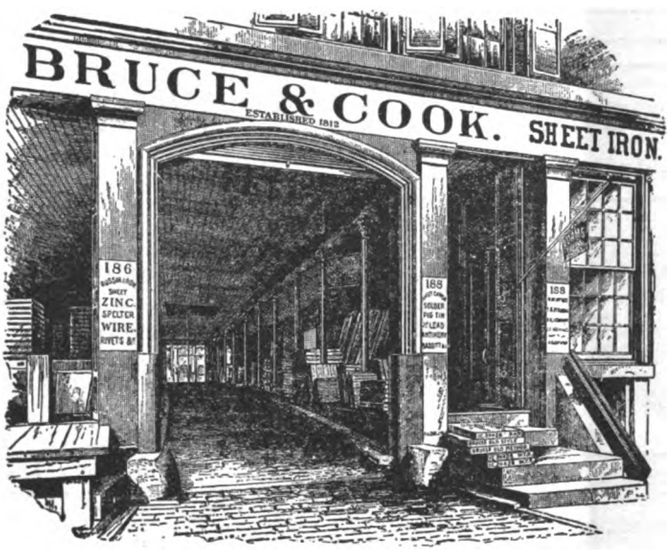
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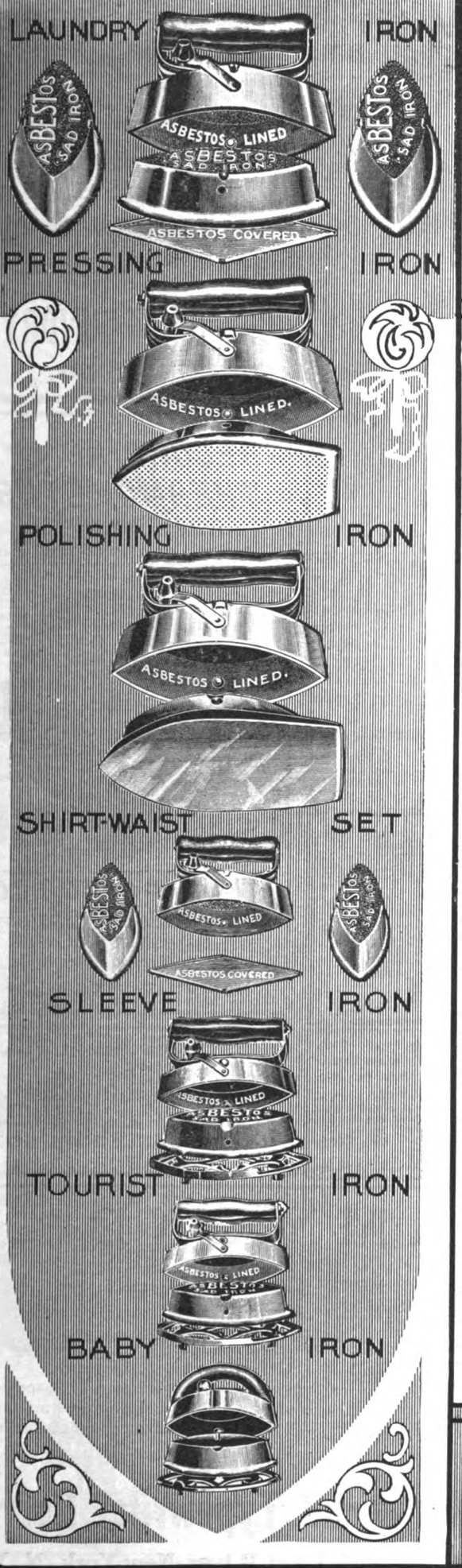
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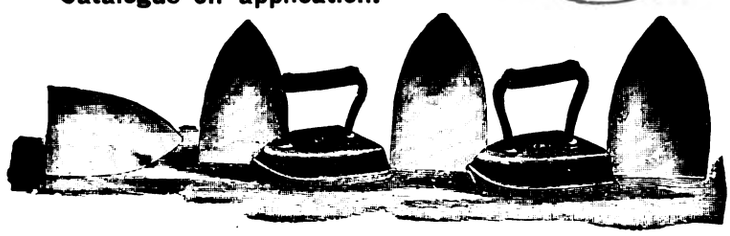
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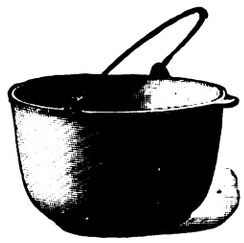
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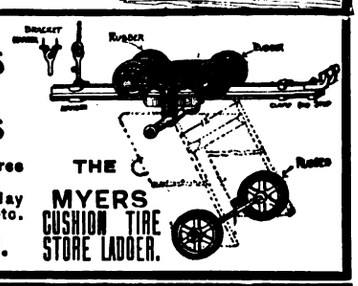
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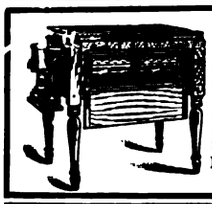


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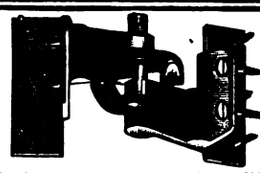
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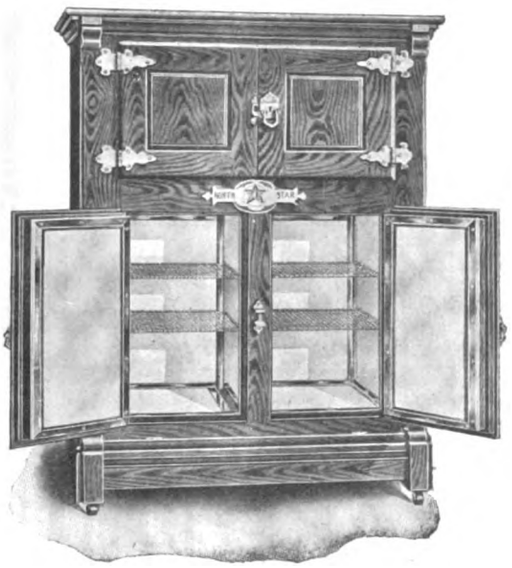
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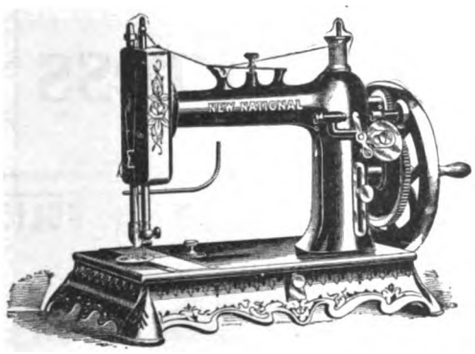
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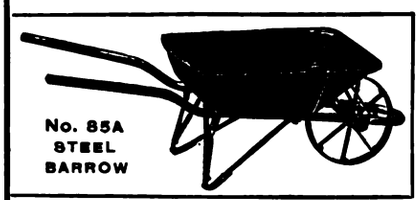
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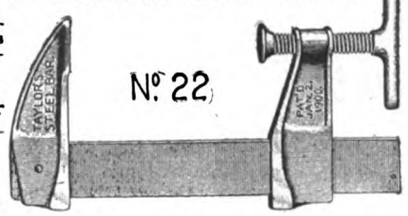
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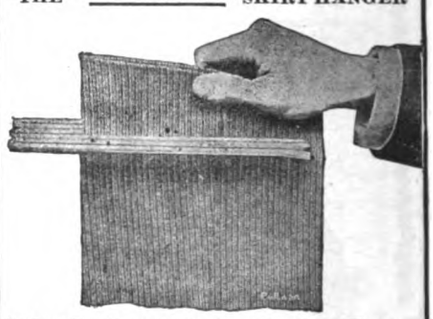
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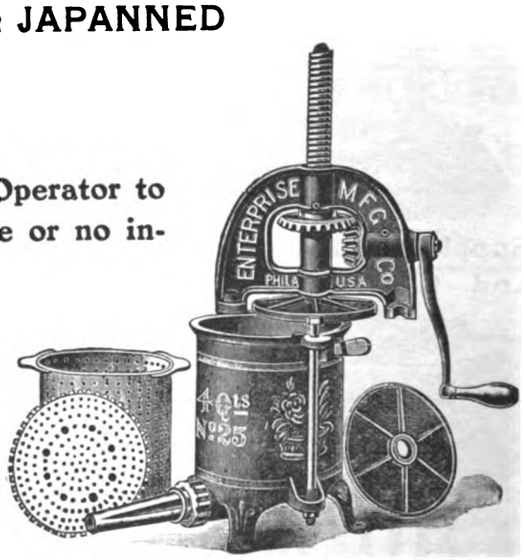
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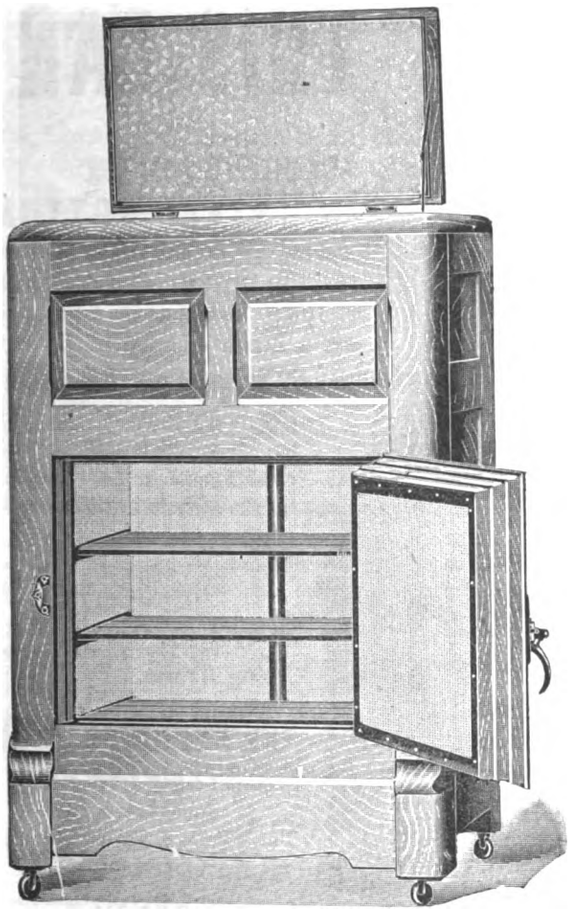
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We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent Shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note— We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our line will be shown at Chicago, on and after January 2nd, by Mr. F. L. Hood, at the New Exhibition Building, 3rd floor, 1411 Michigan Ave.

Our New Catalogue will be ready about December 20th. Shall we send you a copy?

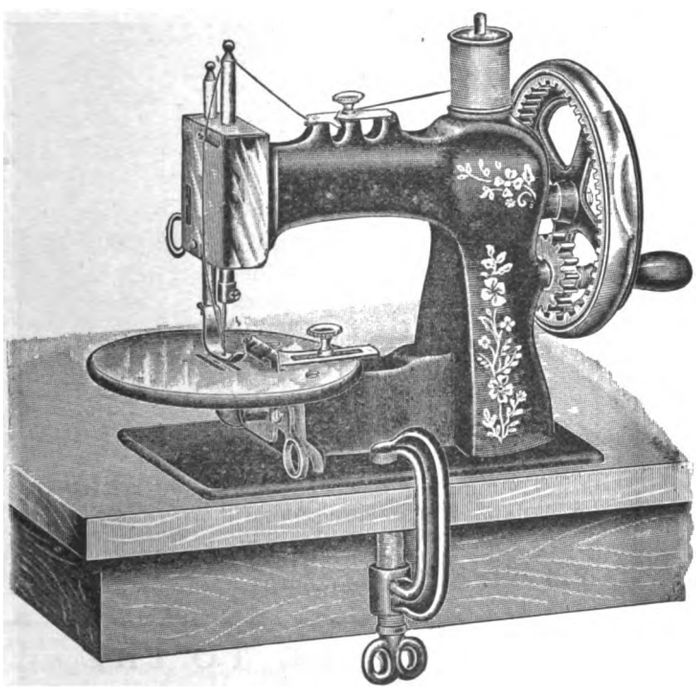
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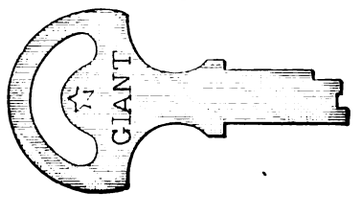


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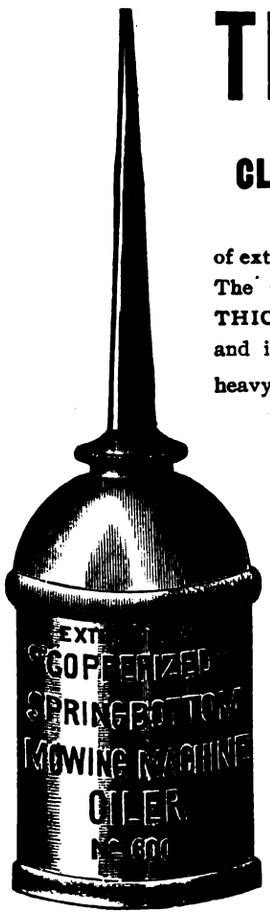
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If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideas in practical tool making. Skilled mechanics prefer Starrett tools; live dealers sell them.

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WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

At the recent annual meeting of the Reading Hardware Company, held at their office in Reading, Pa., the following officers were elected for the ensuing year: President, John E. Harbster; vice-president, A. E. Gery; secretary, Howard L. Boas; treasurer, S. Y. Reigner, and sales manager, G. N. Jacobus. Board of Directors: M. Harbster, W. M. Grisen, John E. Harbster, A. E. Gery, Howard L. Boas, Isaac Treat and John Mohn.

The fifth annual meeting of the Retail Implement Dealers' Association of South Dakota, Southwestern Minnesota and Northwestern Iowa will be held at Sioux Falls, S. D., Dec. 8, 9 and 10, with headquarters at the Cataract Hotel. M. D. Thompson, of Vermillion, S. D., is president of this association, and W. S. Hill, Alexandria, S. D., is secretary.

D. P. Hale, who has for the past six years represented the J. Stevens Arms & Tool Co., has resigned, as his manufacturing and banking interests at Sandersville, Ga., required more of his attention than he has heretofore been able to give them. He will be succeeded by Charles E. Roberts, who has for the past five years been connected with the Winchester Repeating Arms Co., of New Haven, Conn., and the last two years represented them on the road. Mr. Roberts will have entire charge of the territory south of the Ohio River and as far west as Texas.

The Bissell Carpet Sweeper Co.'s space at the 26th Semi-Annual Furniture Manufacturers' Exposition to be held in the New York Furniture Exchange, Lexington Avenue and 43d Street, New York, between January 11th and January 30th, 1904, will be located on the third floor, space 109. Messrs. E. H. Hudson, S. M. Halsey and Walter Daly will have charge at the Bissell Co.'s exhibit.

The Hardware business of Charles F. Bock & Son, Battle Creek, Mich., of which the late Charles F. Bock was senior member, will be continued under the same name (Charles F. Bock & Son), under the management of Frank F. Bock for the estate.

J. H. Price, general manager of the Pittsburg district of the American Steel and Wire Company, one of the underlying companies of the United States Steel Corporation, has resigned his position to take effect December 1. Mr. Price will become assistant to President John H. Jones, of the Pittsburg and Buffalo Company. Mr. Price is a recognized authority in the steel business, having spent nearly all his life in various capacities in and around steel mills.

From the ashes of the old Union Mfg. Co., phoenix-like, there has risen within the last 18 months one of the very promising manufacturing industries of Toledo. This is the American Wooden Ware Mfg. Co., manufacturers of Washing Machines, Churns, Stable and Derrick Pails, Plant Tubs, and all kinds of tight cooperage. Jas. H. Taylor, formerly of the Union Mfg. Co., is the man who conceived the organization of the new company and the new business, and while the movement has been a quiet one it has been effective. From the remnants of a business plant he reformed them into an active, thriving enterprise. From the start the business was encouraging and at the end of less than a year, the company doubled its capital and called in additional business talent. It was then that W. F. West entered the company as financial manager, Mr. Taylor taking the position of the trained and practical factory man. Under this arrangement the business has grown beyond the limits of the buildings and grounds occupied, and the company has recently purchased the property adjoining their present quarters and intend to enlarge their plant so that they can properly take care of their fast growing business.

George H. Brown, for a number of years New York manager of the Gilbert & Bennett Mfg. Company, has resigned his position on account of ill health. He has been succeeded by Edward F. Jones, a director of the company, and for a number of years their New England representative.

National Twist Drill & Tool Company, Detroit, Mich., have installed a complete outfit of modern tools for the manufacture of Reamers, Cutters and Special Tools, and will soon commence building special machinery for manufacturing all kinds of Twist Drills. Following are the officers of the company: Wm. H. McGregor, president; P. J. Hoenscheid, vice-president and manager; A. W. Ehrman, treasurer; Chas. R. Becker, secretary. Mr. Hoenscheid has had 20 years' experience in this line of manufacture, and is well qualified for the management of the plant.

Sportsmen and others will be interested in the November issue of the *Baker Gun Quarterly* just published by the Baker Gun and Forging Co., Batavia, N. Y. It contains articles on the subject of buckshot and its use in choke-bored guns, some hints on the manufacture of guns, essays on duck shooting and other instructive matter besides full descriptions and prices of the Baker guns. This number has as frontispiece a beautiful half-tone reproduction of a sketch by Roy Mason, of Batavia, N. Y., called "Comrades," referring to the Baker gun and his faithful dog, on which the attention of a veteran sportsman is affectionately bestowed. The *Quarterly* will be sent free to any address on request.

It is estimated that although more than $10,000,000 worth of sporting goods were sold in the United States in 1902, all indications point to the fact that the record for the present year will be much higher.

Our trade with Mexico is increasing rapidly, the total now being approximately $83,000,000 annually. Our largest item of export is iron and steel manufactures, including $7,000,000 worth of machinery last year. All of which shows that our Southern neighbor is sharing our own prosperity.

The Stowell Mfg. & Fdy. Co., Milwaukee, Wis., advise us that they are preparing a catalogue to embrace their new line of haying tools, which they hope to issue by January 1st next. Tey have also in preparation a new door hanger catalogue showing the latest improvements in this line.

The current number of "The Annals of the American Academy of Political and Social Science," of Philadelphia, has in it an admirable article on "Present Day Jobbing" from the pen of James W. Ritter of the Biddle Hardware Company, Philadelphia. We hope to make a more extended reference to the same at a later date, the article showing close consideration and wise analysis of a subject worthy of both.

GUARANTEE ON CHAINS FOR BICYCLES, ETC.

The following form of guarantee has been adopted by American manufacturers of Chains for Bicycles, Motor Cycles and Automobiles:

We will replace such Chains as in our judgment show defects in workmanship or material, provided same are returned to us for inspection, transportation charges prepaid.

We agree to prepay return transportation charges to consignor on all replacements.

On account of the various conditions under which Chains are used and cared for we cannot guarantee the certain performance of any Chain, and will not replace Chains or parts which have been used. Customers should inspect Chains as soon as received and report any supposed defects or complaints before returning same.

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HARDWARE

VOL. XXVIII. DECEMBER 10, 1903. NO. 5

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

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Change of Address. Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,
309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The closing month in the year brings to a good many jobbing houses the annual inventory and closing of the year's business with the ascertaining of the amount of net profits produced. The feeling seems to be general that the showing will be a satisfactory one, the prospect being fairly evident that next year will be of a less promising character. Conservative estimates of its bulk of business regarding the first six months as proving more fertile in profitable results, than the season that follows, and yet the chances of good crops for which a greater preparation than ever seems probable, will make the year round up under conditions that equal those of the present time.

The purchases during December, especially those for immediate sales, will partake more of the character of holiday requirements than they will of applicability to the general stock. Purchases, for several reasons, adding to present stock being the principal one, are noted for cautious conditions surrounding them; the belief is certainly gaining strength that the changes, if any, that will be made in the quotations governing future transactions will be on a plane indicating a lower trend to the market, although not to an extent that would be regarded as radically aggressive. Slight concessions are expected from manufacturers of goods which market quotations on iron and steel materially affect, and they will influence such early orders as the manufacturers are anxious to obtain in order to keep their usual force of employees well provided with employment representing a trade confidence that augurs well for the future of business. The jobbers have been able for several years past to carry good stocks of their own, from which to fill the orders of their customers and secure sales which without stocks on hand would be doubtful at least.

Prices have been held fairly steady throughout the season; changes, except those that strengthen the market, have been comparatively few, and this condition of affairs means a healthy business which should and must dominate the future. The wise merchants will have goods to deliver at once, if wanted; the "promising" days have been relegated to an unprofitable past.

The demand for builders Hardware is gratifying to the jobbing trade; in many sections the building of houses during the Fall has reached a stage where the Hardware needed for finishing the job makes sales in that line especially good. Stocks are by no means in an overstocked condition, and it is believed that no radical changes need be anticipated for Spring sales, as enough business has been held up through labor demands that were untenable, to give a good start for Spring requirements, and with stability in prices, the usual delays in acquiring stock may be avoided by the acceptance of orders for early delivery.

The volume of Hardware Exports show very encouraging improvement, and it is the intention of the large manufacturers who have done their best to increase the distribution of the output in this direction, to hold this market firmly in hand, without regard to conditions surrounding the domestic distribution. They realize what a safety valve it would prove to be in the case of any permanent recession in the prosperous trend of the big business done of late years, in which increased facilities on every hand have resulted in a volume of production never previously equalled. The salvation back of a possible slump would be the intelligent fostering of a foreign demand.

EXPORTS OF DOMESTIC MANUFACTURES.

Exports of manufactures in October seem to show something of the expected revival in that branch of our foreign commerce. The total exports of manufactures in October, as shown by the reports of the Department of Commerce and Labor through its Bureau of Statistics, amount to $37,558,675. This is a larger export than in any preceding October, except that of 1900, and even in that banner year of exports the total was less than $100,000 above that of October, 1903. The increase over October, 1902, is about $1,500,000; over October, 1901, $3.000,000, and is more than double the total for October of 1893. Most of the principal articles of manufacture show a slight increase in October, 1903, compared with October, 1902. Agricultural implements show a gain of over $40,000, compared with the same month of the preceding year; cars and carriages, about $25,000; clocks and watches, $45,000; copper manufactures, $450,000; scientific instruments, $130,000; steel rails, $113,000; wire, $35,000; sewing machines, $75,000; iron and steel manufactures of all kinds, $318,000; boots and shoes, $156,000; leather of all kinds, $419,000; mineral oil, $604,000; manufactures of tobacco, $50,000; manufactures of wood, $50,000, and manufactures of wool, $140,000. Cotton manufactures show a slight reduction, the total exports for October, 1903, being $2,005,650, against $2,689,076 in October of the preceding year. This reduction occurs almost exclusively in exports of cotton cloth to China, of which the total for October, 1903, was 9,370,600 yards, valued at $414,156, against 20,472,678 yards, valued at $1,036,726, in October, 1902. The figures for October, 1903, however, compare favorably with those of the corresponding month in years preceding 1902, in which the exports of cotton cloths to China were extraordinarily large by reason of the small importations during the disturbances of 1901.

On the import side manufactures show a slight decrease as compared with October, 1902. Articles of voluntary use, luxuries, etc., are for October, 1903, $11,242,417, against $11,676,126 in October, 1902. Articles manufactured ready for consumption in October, 1903, are $14,375,375, against $14,540,799 in the corresponding month of last year, and articles wholly or partially manufactured for use as materials

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in the manufactures and mechanic arts are $12,843,890, against $13,348,145. Iron and steel manufactures, of which the importations had been unusually large, show a marked reduction, the total for October, 1903, being $2,552,380, against $4,149,631 in October of last year. Articles in a crude condition for use in manufacturing also show a reduction in October, 1903, as compared with October, 1902, in which the total was the largest for October in the history of our import trade.

The figures of exports of manufactures for the ten months ending with October show a condition quite as satisfactory as those relating to the month of October only. As has been already indicated, the October exports of manufactures are larger than those for the corresponding month of any preceding year except 1900, and this may also be said of the ten months ending with October, in which the exports of manufactures were $384,688,560, a larger total than for the corresponding ten months of any earlier year except 1900.

The table which follows shows the total exports of manufactures in October, and in the ten months ending with October, from 1893 to 1903:

EXPORTS OF DOMESTIC MANUFACTURES FROM THE UNITED STATES.

Years.	*One month ending with October.*	*Ten Months ending with October.*
1893	$16,680,972	$146.556.413
1894	15,361,093	148,739,702
1895	18,778,945	164,572,481
1896	23,469,182	208,276,185
1897	22,249,159	234,728,097
1898	25,416,046	253,177,715
1899	33,864,376	311,369,173
1900	37,651,337	376,247,618
1901	34,425,130	332,084,762
1902	35,939,593	347,244,064
1903	37,558,676	348,688,560

THE TRADING STAMP QUESTION.

The Merchants Association of New York have recently mailed the following letter to large merchants in this city, and prominent retail concerns in the important cities of the State with the hope and expectation of eventually influencing the forthcoming session of the State legislature to have the trading stamp abuse abolished, believing as they do that it is an artificial means of stimulating trade which results to the injury of the merchant as well as the consumer.

Gentlemen: We are besieged by merchants throughout the State to take action during the next session of the Legislature to abolish the harmful effect of Trading Stamps, now so detrimental to business men in the small towns and villages of this and other States.

This Association is now examining the laws which have been passed upon this subject by several States, and the judicial decisions which have shown the weak points of these laws. Our study leads us to believe that a law which will abolish the trading stamp business by equitable and constitutional means can be drafted.

Such a measure, if adequately supported by business interests would beyond question be passed by the Legislatures of this and other States. The Merchants' Association will undertake to procure the passage of bills to regulate Trading Stamps and abolish their harmful effects if the necessary money is subscribed by those directly interested.

The suggestion has been made that firms manufacturing or controlling specialties whose retail selling price is fixed by contract are particularly interested, for the reason that giving trading stamps with articles having a contract retail price is in effect to cut the price of such articles, to the great harm of other retail dealers who cannot give trading stamps and are not permitted to sell restricted articles at less than contract retail price.

We shall be pleased to have your views on the subject and to receive your subscription to a fund for the purpose indicated. With the fund so subscribed, the Merchants' Association will systematically organize the business interests of the State in support of the measure, and through them bring such proper pressure to bear upon the Assemblymen and Senators from each district as to ensure the passage of an equitable bill free from constitutional objections. This will be done by means of circulars and petitions thoroughly distributed in every county, supplemented by personal work of organization if desirable.

Each round of circulars sent out will cost from $600 to $700; in addition to those will be the cost of personal visits by the agents of the Association to all the leading towns of the State. The entire expense will be about $10,000. After the bill has been prepared and introduced, the Association will bring the pressure of every constituency in the State to bear upon the respective Assemblymen and Senators in connection with constantly personal effort at Albany by the representatives of the Merchants' Association.

A prompt and liberal response to this appeal is requested.

Very truly yours,

THE MERCHANTS' ASSOCIATION OF NEW YORK.

TOO MANY BANKRUPT STOCKS.

One of the great troubles that the jobbing trade in selling to retailers had to bear was the dishonesty of a great many of these parties in selling out their whole stock of goods in bulk and putting the money in their pockets and going to pastures new. The matter was taken up by the New York Credit Men's Association some couple of years ago and they had passed through the Lesiglature a bill preventing the selling out of stocks of goods in bulk out of the ordinary course of business. The law seemed to be so pertinent that it has since been adopted in nineteen other States and there are hopes that it will be passed in all the States of the Union. This law prevents the selling out a stock of goods in bulk, unless both the buyer and the seller acquaint the creditors five days in advance of the proposed action and give them an opportunity to protect themselves. The New York Credit Men's Association have issued to their members a pamphlet giving the statutes governing this in the various States in which it has been passed, with the court decisions on the same. The Association would be very much pleased to give a copy of this, gratis, to anyone applying, personally or by mail, to the Secretary at the rooms of the Association, 320 Broadway.

NATIONAL CREDIT MEN'S ASSOCIATION.

The Next Convention.

New York has lost a great deal of its reputation as a "convention" city, other cities being much more energetic and ambitious to secure such assemblages and to offer all sorts of inducements in that direction. New York, as a rule, rests content feeling that its size, importance and attractions will draw crowds without business or association conventions.

In the case of the National Credit Men's Association, Kansas City, Detroit, Buffalo, Milwaukee, Louisville and St. Louis have in their turn captured the convention and we are happy to say the next meeting will be in New York in June, 1904. Three days will be devoted to the entertainment of the delegates and their ladies, in all five hundred being expected. Besides the regular business meetings of the convention being held in a hall, a new feature may be introduced in the shape of an excursion up the Hudson, taking all day, during which the proceedings of the convention will continue uninterrupted, the scene of action being changed from committee rooms to steamer parlors. During Summer weather such an idea, no doubt, would be very well received.

The membership of the National Association of Credit Men is now made up of nearly five thousand of the leading merchants of this country. The membership of the New York Association includes about five hundred and fifty prominent mercantile firms of New York. The Credit Men's Association has been very active in its work to improve the Bankruptcy Law, the Bulk Sales Law, and a number of other laws for the betterment of commercial conditions and has several under consideration for the coming session of the Legislature. Various representative committees of merchants have been appointed to take charge of the convention, among others are:

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THE WAYS AND MEANS COMMITTEE.

M. E. Bannin, Chairman, Converse, Stanton & Co.; E. E. Huber, Eberhard Faber; Hugo Kanzler, Muser Bros.; Marcus M. Marks, David Marks & Sons; W. E. Purdy, Chase National Bank; E. W. Riker, Yale & Towne Mfg. Co.

ENTERTAINMENT COMMITTEE.

Charles E. Meek, Chairman, National Lead Co.

ACCOMMODATIONS COMMITTEE.

Malcolm Graham, Jr., Chairman, F. O. Pierce Co.

CENTRAL COMMITTEE.

R. P. Messiter, Chairman, Minot, Hooper & Co.

It is necessary that $10,000 be raised to defray the expenses of this convention, and as it is to the interest of every citizen, particularly the business men, that the out-of-town merchants shall be well impressed by the New York market, it is expected that the contributions will readily come from varied sources.

BICYCLES AT THE SPORTSMEN'S SHOW.

Capt. J. A. H. Dressel, secretary of the Sportsmen's Exhibition Company, whose office is at 1123 Broadway, New York, states that he has received more applications for space from exhibitors for the 1904 show at this time than in any previous year. Capt. Dressel has personally done all the preliminary work connected with the coming show, and he proposes to attend to all the details of active management personally. The Pope Manufacturing Co. has rented half of the concert hall in Madison Square Garden in which, during the Sportsmen's Show, it will have on exhibition the latest things in bicycles, motorcycles and automobiles. At the office of the Pope Mfg. Co. in the Syndicate Building, it was given out that Col. Pope proposes to show the trade that there is good money to be made out of bicycles and motorcycles, and that there is and always will be a demand for high grade goods in these lines. Bicycles certainly were a good proposition until the trade got into its present demoralized condition. And if there is any man in this country who can again put the wheel industry on a proper basis Col. Pope is certainly the man, may his shadow never grow less.

INTERNATIONAL COMPETITION OF APPARATUS.

The "Circolo Enofilo Italiano," a society of wine dealers and distillers at Rome, Italy, announces for the occasion of their yearly wine fair, an international competition of apparatus utilizing denaturated spirit, such as: motors, automobiles, moto-cycles, alcohol lamps, heating apparatus, etc., to take place in Rome from February 6th to Feb. 16th, 1904.

Programmes are ready for distribution relating to said competition, which promises to be interesting and inviting for manufacturers of the above stated kind of commodities, both for the prizes that are to be awarded and for the business opportunities in this line, since the passing in Italy of a new law concerning the production of denaturated spirit and encouraging its use.

Intending exhibitors will be charged an admission fee of 30 frs. and 10 frs. for each square metre of space occupied. The apparatus will be admitted to the competition in temporary exemption of Customs duties, and any expense connected with their trial, will be defrayed by the Circolo Enofilo Italiano. Further information may be obtained from B. Stozione, Enstecnica Italiana, 35 Broadway, New York.

NEW ENGLAND HARDWARE DEALERS ASSOCIATION.

New England Hardware Dealers Association, on the evening of the 9th inst., participated in the festivities connected with the proper observance of their annual Ladies' Night, and its accompanying banquet. It took place at the United States Hotel, Boston. Rev. Wm. T. McElveen, Ph.D., of Boston, was the principal speaker of the evening, his remarks being responded to on behalf of the ladies by Mrs. Elisha J. Neal, of Lowell, Mass. The Copley Square Orchestra furnished the music, which was supplemented by songs by Hugh Campbell, baritone soloist, and Miss Miriam Carver, who gave several very effective readings. An exceedingly attractive programme having been arranged for, an extremely enjoyable evening was the result. The committee having charge of the whole affair consisted of Samuel H. Thompson, Myron H. Tarbox, D. Fletcher Barber, John B. Hunter and James A. Farless.

AN ASSOCIATION FOR THE PROMOTION OF EXPORTS.

The Foreign Trade Association of America recently organized under a charter from the State of New York, have for their special object the fastening and encouraging of export trade of the United States, for the promotion of which all their efforts are to be directed. The first regular meeting was held on December 1st, at 66 Broad Street, New York.

The following officers were elected, to serve until January 12, when the first annual meeting will be held and officers elected for 1904: President, Aristides Martinez, of Longman & Martinez; first vice-president, W. C. King, of the General Chemical Company; second vice-president, R. R. Fogel, of R. R. Fogel & Co.; treasurer, William M. Hollins, of H. B. Hollins & Co.; secretary, W. E. Simpson, editor of *The Banker and Miner*, of Mexico. These officers also constitute the Board of Directors.

The principal subject under discussion had reference to the recent concession of 33⅓ per cent. granted by the Trunk Line Association on foreign rates on manufactured iron and steel products for export. It was developed at the meeting referred to that other manufacturers regarded this action as a discrimination against other classes of products and resolutions were adopted naming a special committee to be known as the Export Rate Committee of the Foreign Trade Association of America, who would be authorized to employ independently the ablest counsel and rate experts and to formulate the necessary information "tending to cause rates for export business to be reduced to a basis more in harmony with actual requirements."

The following Nominating Committee, to choose a ticket for the annual election on January 12, was chosen: B. Lissburger, of B. Lissburger & Co.; H. B. Cook, of the Cook & Bernheimer Company; George F. Duyster, of Rounds & Dillingham; Charles Hess, of Charles Hess & Co.; and J. W. Hamilton, of Milliken Brothers.

WASHINGTON HARDWARE ASSOCIATION.

The fifth annual meeting of the Washington Hardware Association was held on the 11th and 12th ult., at Whatcom, and was the most successful since the formation of the association. A very good attendance of members was noted, and there was much enthusiasm manifested in the work of the assembled delegates. The following officers were chosen for the ensuing year: President, H. D. Cowles, of Washington Hardware Company, Tacoma; vice-president, Walter M. Olive, Mission; secretary, A. C. Blake, of Munro, Blake & Haskell, Whatcom; treasurer, G. M. Cochran, of Snohomish Hardware Company, Snohomish; F. A. Ernst, of Ernst Bros., Seattle, member of Executive Board. With a view of facilitating the work of the association and bringing about a better feeling among competitors, the members of the association were urged to form local or sectional organizations. The delegates were handsomely entertained by their local brethren, and the meeting proved to be an exceptionally interesting and enjoyable one. One of the most important questions discussed during the session was the necessity of all the retail Hardware dealers in the State being represented at the conventions. This is impracticable, however, in the case of some of the firms who are located so far from the place of meeting, and to obviate this difficulty, it is proposed to form local associations in several sections of the State.

A GERMAN CORNER OF THE UNITED STATES.

A curious instance of the success of foreign citizens in establishing industries in the United States is given in a recent issue of the *Wood-Worker*. It appears that Batesville, in the State of Indiana, a town of about 2,000 inhabitants, has six furniture factories, two coffin and casket factories, two sawmills, a veneer mill, a sash and door factory and a novelty works. All the money required to operate these industries is furnished by the people of the county within which Batesville is located. It is claimed that no other town of its size in this country does so much business.

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RECENT TRADE PUBLICATIONS.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have issued an extremely artistic booklet which they have designated "Dixon's Graphite Suggestions." It contains 24 pages of information regarding graphite such as can be obtained only from Dixon, and it is one of the very finest productions of the printers' art which has come before us. The cover represents scribes of old inscribing with graphite; the cuts and illustrations throughout the book are the very finest half-tones, and the subjects in each illustration are so grouped as to impress one that it is the work of the artist. The printing is fine, and the paper excellent. Altogether it is a work worthy the highest commendation, and will be forwarded upon request to those interested.

THE HART MFG. CO., INC., Greenville, Ohio, are placing before the trade a neat, concise catalogue of 24 pages describing and illustrating their screen doors, screen windows and window frames. Their screen doors are made of both soft yellow and Norway pine; special doors of plain and quarter-sawed oak. The stiles and rails are made from 3 to 4 inch rough stock, dressed to 3¼ and 2¾ inches, center cross pieces 1¾ inches; bottom rail 5¾ inches; thickness ⅞ or 1⅛ inches. Every joint is mortised and well glued, making it impossible for it to sag or get out of line. The mouldings are flush beaded over wire cloth. Opposite side beaded to correspond, except in High Standard, which has surface moulding. The best grade of green or black wire cloth is used; double selvage; 12 mesh. It is well strained and put on with tacks. All natural finish doors have black wire cloth unless otherwise ordered. The company call special attention to their "Eclipse" window screens. They state: "It is what the name implies—Eclipses them all." It is made from smooth beech wood. The slide is made with double dove-rail, making it impossible to come apart. A round metal tube supports the center of the window. Every screen is perfect and the adjustment is unsurpassed. They are made with either green or black wire cloth and come packed one dozen in a crate. The catalogue will be found a very useful one, and will be mailed upon application to the company.

THE INDEPENDENT REGISTER CO., Cleveland, Ohio, represented in the East by W. H. Landers Co., Syracuse, N. Y., have issued recently a very extended price list and catalogue of registers and ventilators, gas heaters, stove pipe radiators and Hardware specialties manufactured by them. A specialty made by this company is their Independent Stove Pipe Radiators. The company eulogize as follows: "It is a fact that the best stoves and furnaces utilize but a comparatively small part of the heat produced, while the balance goes up the chimney and is wasted. By putting your hand on the stove-pipe, you will find it to be very hot, and the outside of the pipe is much cooler than the inside. This heat is simply wasted fuel. You can save this heat by the use of an Independent Stove Pipe Radiator. Take out a section of your stove-pipe, put the radiator in its place, and it will stop that wasted heat and radiate it into your home. Put the radiator in the room next to your stove; put it in a sitting room, bed room or bath room upstairs, and it will heat any one of them without the cost of a single penny for fuel, and do it by utilizing heat that would otherwise be lost up the chimney. Put the radiator in the same room with your stove and it will double the heating capacity of the stove or save a large part of the fuel." The Independent radiators are made with beautifully ornamented tops and bases in a variety of finishes and are an ornament to any room. Dealers may have the above-mentioned catalogue for the asking.

THE NOVELTY MANUFACTURING COMPANY, Jackson, Mich., among the handsome printed matter distributed for the use of those handling their line of Aluminum Oil Heaters, one of the most taking is in the form of a booklet with a characteristic illustration of a heater on the outside cover adorned by the motto "Heats Half a Million Homes" and this might be called the name of the booklet, which is full of information in regard to the merits of the heater, and embellished with a number of handsome half-tones to assist in making the contents of the booklet interesting. Included in the pages are a number of testimonials certifying to the good features of the aluminum oil heater. It certainly does credit to the company to get up such attractive literature to assist in the sale of their heaters.

THE UDELL WORKS, Indianapolis, Ind., have sent us their catalogue of 36 pages, embracing in its contents Housefurnishing Wooden Ware, Commodes, Medicine Cabinets, Folding Tables, Ladders, etc., etc. These are all illustrated in a handsome manner with complete descriptions, so that mail orders even can be readily understood. A fine assortment of medicine cabinets is shown in 20 varieties, covering every possible requirement in this line of every style and finish. The assortment of commodes is also a large one, and blacking cases, folding tables, folding steps and toilet trees are shown at great length. Included in its contents is a large line of such housekeepers' specialties as spice cabinets, scouring boards, drying racks, ironing stands and boards, towel rollers and racks, etc., etc., the catalogue concluding with a line of ladders for general purposes that have long been well known to the trade.

THE OHIO CULTIVATOR CO., Bellevue, Ohio, have recently issued a new catalogue in pamphlet form of 64 pages, covering their important line of cultivators, with which the company have been identified for so many years, including the famous Ohio in all of the various styles; the New Ohio, and the Ohio, all representing different grades. Embraced in its contents are the Bellevue disk harrow and the New Ohio steel lever harrow, and the Improved Star Anti-friction disk harrow, etc., etc. The contents of this catalogue are of sufficient importance to make it a desirable one for those of our readers handling this class of goods. An excellent portrait of the president, H. C. Stahl, forms the frontispiece of the catalogue facing a fine view of the works at Bellevue, Ohio, which gives an indication of the extensive facilities of this company.

THE MICHIGAN BOLT & NUT WORKS, Detroit, Mich., have recently distributed to the trade their catalogue No. 10, which is a pamphlet of 70 pages printed on excellent paper and finely illustrated, giving wood cuts of all their specialties which includes about everything in the bolt and nut line embraced in the wants of the Hardwareman or manufacturer, including machine bolts, machine bolt blanks, bolt nuts, stud bolts, lag and coach screws, hanger screws, etc., etc. This is a very attractive catalogue and one that will be found desirable for the Hardwareman's use. In connection with the contents a number of tables are given, giving the estimated weights of nuts; approximate weights of machine bolts per 100, also those of lag and coach screws and skein screws; weight of flat bar and band iron per lineal foot and round and square rolled iron. These are valuable additions to catalogues of this description and should be more often made a portion of the contents. The catalogue concludes with a telegraphic code of wide dimensions, covering every portion of their product, and every possible combination of instructions.

THE AMERICAN STEEL & WIRE CO., Chicago, Ill., in the set of publications issued by them include a catalogue of wire rope and fittings dated September, 1903, and is intended to cancel the issue of April, 1900. This is a handsome pamphlet of 56 pages, illustrated with well engraved half-tones, and covering the production of that company in wire rope and fittings of every description. The contents of the pamphlet gives information of technical character in addition to the usual trade information in regard to sizes and dimensions, making it an extremely interesting publication independent of its value as a guide for ordering.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Accident on Freight Elevator.

QUESTION: My brother is employed by the owners of a certain building to run a freight elevator. There is an iron girder which projects into the elevator shaft and acts as a support to one of the floors of the building. My brother was not told anything about this, and when he took the elevator up his foot extended slightly over the edge of the platform and was crushed against the girder. The shaft was so dark that nothing could be seen. Could he recover against the owners of the building, his employers? The accident occurred in a town in Iowa.

REPY: There has been a recent decision by the Supreme Court of Iowa, where the facts were very similar to the case you describe (Olson vs. Hanford Produce Co., 82 N. Y. Rep. 903). In this case the court held that the workman had a right to presume that his employer would do his duty to him, viz: furnish him a safe place in which to work and warn him of any danger not apparent. The court also held that the question of whether the master under such circumstances as you describe was guilty of negligence in not guarding a girder of this kind was for the jury to decide, just as it was for the jury to say whether the plaintiff or employee was guilty of contributory negligence in allowing his foot to extend over the edge of the elevator. Whether or not your brother could recover damages remains for the jury to say. We are of the opinion, however, that he has a good cause of action. The result of such a trial, however, can never be predicted with any degree of certainty, as the matter largely rests with the jury.

Judgment—Supplementary Proceedings.

QUESTION: Some time ago a judgment was obtained against me for $20. I did not consider the claim a just one and refused to pay it. I have also managed to arrange my property in such a way that the execution was returned unsatisfied by the sheriff. I understand, however, that I may be examined in supplementary proceedings, and would like to know whether my judgment creditor would have the right to examine me in this way.

REPLY: In order to entitle the judgment creditor to maintain an examination in supplementary proceedings several matters are requisite: First, the judgment must have been rendered upon the debtor's appearance or personal service of the summons upon him, or by what is known as substituted service of the summons upon him; second, the judgment must be for a sum not less than $25, and an execution must have been issued out of a court of record, as provided in Section 2458 of the New York Code of Civil Procedure. Unless, therefore, the judgment obtained against you amounted to $25, or over, your judgment creditor would not have the right to examine you in supplementary proceedings; and, if the judgment was obtained against you in a court not of record, for instance, such as the Municipal Court of the City of New York, he would not be entitled to this examination, irrespective of the amount of the judgment obtained against him. If you are served with an order for your examination you should at once take the matter to a lawyer and submit it to him.

Master's Liability for Injury to Servant.

QUESTION: A few months ago I was obliged to employ a man to attend to certain machinery in my factory. I put an advertisement in the paper and finally engaged one of the men who applied for the position. He said he was a machinist and thoroughly familiar with the kind of work required of him. I cautioned him to be careful in oiling the machinery while it was in motion, and he said he understood his business and knew how to take care of himself. Not three days after that he was bending over a machine which had come to a stop when the machinery suddenly started and crushed three of his fingers on his left hand. He now threatens to bring suit against me for damages, as he says if the machine had been in proper condition it would not have moved and injured his hand. Kindly inform me whether, in your opinion, the man has any claim against me?

REPLY: As you describe the accident we are of the opinion that the servant was guilty of contributory negligence and that he cannot therefore recover damages for his injury. You acted properly when you employed him in informing him of the dangerous character of the work. It seems to us that a machinist employed to attend to machinery in a factory should know that a machine may start unexpectedly and that he would not place himself in a position of danger. We are of the opinion that the risk described was incident to your servant's employment and was assumed by him, and that, consequently, he cannot recover.

DEATH OF RUSSELL W. McKEE.

Russell W. McKee, who was from 1855 to 1902 identified with the Tin Plate and Metal house of Bruce & Cook, 186 to 190 Water Street, New York, died on Tuesday the 8th inst. of an ailment consequent to old age, at the Hotel St. George, Brooklyn, N. Y. He had been ill for several months, but had been able to attend to his varied duties until about three weeks ago. He was born in Middletown, Conn., on December 11th, 1826, and moved in 1846 to Brooklyn which has since been his place of residence. He retired from the firm of Bruce & Cook in January, 1902. Mr. McKee was president of the Brooklyn Sunday School Union, and known throughout the country as an earnest and practical religious worker, having been interested in Sunday School work from the time he went to Brooklyn, and was largely instrumental in founding the Sunday School Union more than forty years ago. He was a member of the Executive Committee of the New York State Sunday School Association, and gave large amounts for missionary work both at home and abroad. Other offices he held were that of president of the Society of Old Brooklynites and a director of the New York Port Society. In the Metal trade Mr. McKee was one of the best known veterans in that old established business, being esteemed as an authority on everything appertaining to this important industry. On his retirement from the firm in 1902 he was presented by his former partners and business associates with a loving cup in testimony of their affectionate love and esteem, many of them having been associated with him for periods of time represented by twenty, thirty and even forty years, and who freely acknowledged having profited by his counsel, and wise upbuilding of character, that made them by his example good citizens imbued with principles worthy of the commercial success they had happily achieved.



RUSSELL W. McKEE.

FAILURES IN NOVEMBER.

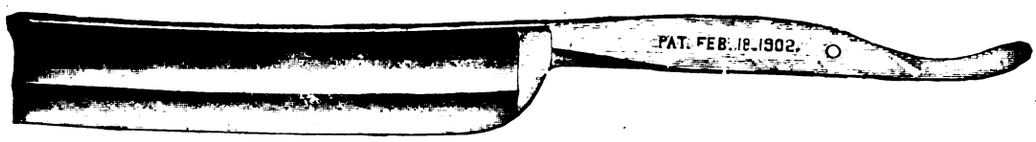
Failures during November, although smaller in liabilities than in October, far exceeded the November failures of the years immediately preceding. R. G. Dun & Co. report 1,162 commercial failures in the United States in November, with liabilities of $16,422,309. In the same month last year failures numbered 1,000 and the amount involved was only $9,276,716.

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NEW GOODS AND SPECIALTIES.

KORN'S NEW PATENT GROUND RAZOR.

The George W. Korn Mfg. Co., Little Valley, N. Y., are the inventors and manufacturers of a new grinding device which grinds razors in an entirely new and improved way, which we illustrate herewith. The wall or ridge in the center of a razor is necessary to hold the edge firmly to the face. The thin English hollow ground razors vibrated so much that you could not shave clean with them, and the German grinding, which shaves clean and holds the edge firmly to the face, has to be honed very often, as it is thick above the edge, and for this reason the idea was conceived of concaving this wall or ridge, accomplishing the same result as the German razor accomplishes, by allowing it to become stropped very easily, and when it becomes necessary to hone it, the ridge does not need to be rubbed thin, but simply pulled a few times over the hone, and the razor is in shape again. The Geo. W. Korn Co. have patented this new device for grinding, which will be found superior to either the English or the German, making two concaves as illustrated, thereby giving the edge strength and elasticity, and at the same time giving the user a chance to hone the same almost indefinitely. This razor is only made of the very finest quality of steel, and is claimed to be the most costly in the world to manufacture. Each one is fully guaranteed.



KORN'S AMERICAN DOUBLE HOLLOW GROUND RAZOR.



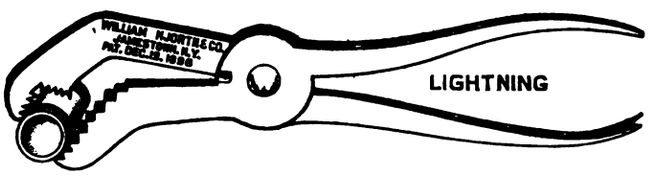
ENGLISH FULL HOLLOW GROUND.



GERMAN FULL CONCAVED.

THE LIGHTNING COMBINATION WRENCH AND PLIER.

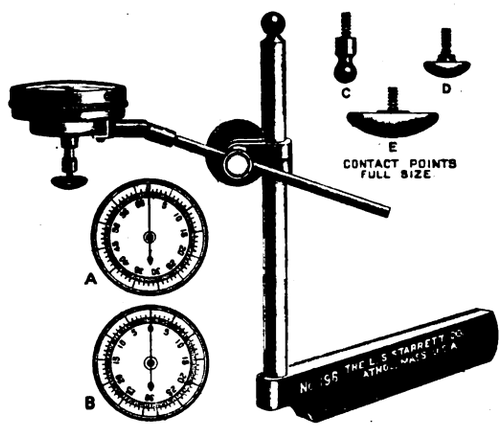
W. Hjorth & Co., Jamestown, N. Y., among the several specialties with which their name is identified are the manufacturers of the Lightning Combination Wrench and Plier which we illustrate herewith. It is made from drop forged tool steel, properly tempered for its class of work, is highly polished and supplied to the trade in a manner indicating superior excellence. This useful tool is a perfect pipe and nut wrench combined. It takes pipe without the fear of crushing in the operation, and as will be noticed by the illustration, is always ready for use without special adjustment. While in use on pipe or nuts, pressure on one handle will do all the work. In its make-up it is provided with a wire cutter, screw driver and nail or tack puller. It is placed upon the market in the following sizes: 6 in. (nickel plated), takes ⅛ to 3-8 in. pipe; 7 in. (nickel plated), takes 1-8 to 3-8 in. pipe; 8 in. (highly polished), takes 1-8 to ¾ in. pipe; 12 in. (highly polished), takes 1-8 to 1 in. pipe.



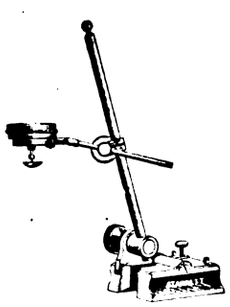
THE LIGHTNING COMBINATION WRENCH AND PLIER.

STARRETT'S UNIVERSAL DIAL TEST INDICATOR NO. 196.

The large number of high grade tools manufactured by L. S. Starrett Co., Athol, Mass., includes such appliances as are represented in the illustrations presented herewith of the Universal Dial Test Indicator No. 196. This indicator is simple, reliable, easily read and very sensitive. The slightest pressure upon the contact point produces a movement of the hand on the dial. The circumference of the dial is divided into 125 equal spaces, each one representing a movement of the contact point of one-half thousandth of an inch. One revolution of the hand therefore indicates 1-16 inch, and two revolutions ⅛ inch, which is the capacity of the instrument. The dials are figured in two different ways. Style A is marked from 0 to 62½, the figures denoting thousandths, and is most useful in greater forward movement, measuring, indexing, spacing, etc. Style B is marked from 0 to 31¼ to right and left, and is best for general use. By bringing contact point against the work with just enough pressure to give the hand one full turn, then setting it at 0, an opportunity is given for one full revolution of the hand to both right and left of 0, showing a rise or drop in the work and the amount of variation. A most valuable feature is the adjustable dial. By turning the knurled rim the dial may be instantly moved to bring the 0 mark to any point desired in relation to the hand. Each indicator is fitted with friction joint and removable 3 inch rod, adapting it for use in any position, at the top, bottom or side of work, also with three hardened and ground contact points adapted for different



UNIVERSAL DIAL TEST INDICATOR NO. 196.



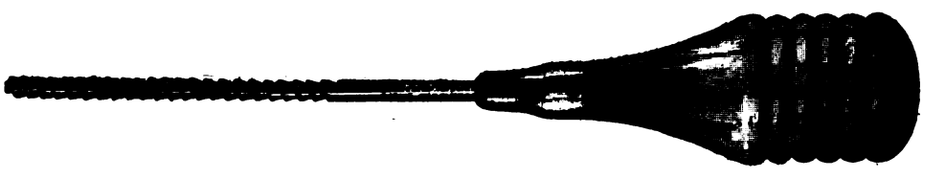
SPECIAL TOOL POST AND SLEEVE.

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classes of work. The special tool post and sleeve as shown above are useful in lathe work. For general work the indicator is adapted for use with their 9 inch or 12 inch surface gauges. On lathe, planer, milling machine and in setting up machinery, this tool, it is claimed, will be thought indispensable when once used.

MAYHEW'S RIFFLER NO. 1130.

Among the many useful tools noted among the products of the H. H. Mayhew Co., Shelbourne Falls, Mass., we illustrate the Riffler No. 1130. This, while constructed under an old principle, is in a new form: a continuous spiral cutting edge enables it to cut fast and clean. This tool was

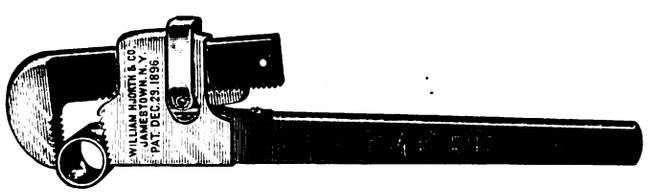


MAYHEW'S RIFFLER NO. 1130.

designed for conveniently cutting irregular shapes such as key holes, mortises, etc. Straight rifflers are made in diameters 3-16, 7-32 and ¼-inch. Sizes in 9-32, 5-16 and ⅜ are tapered and have an increase twist. They cut faster and cannot clog. What is difficult and impossible with a wood file, it is claimed, is easily accomplished with a riffler.

THE EMPIRE PIPE WRENCH.

W. Hjorth & Co., Jamestown, N. Y., are placing upon the market through the Hardware and supply trade the Empire Pipe Wrench, which is one of their popular specialties, and meets with a ready sale where introduced. We illustrate it herewith. It will be noted from the illustration that it makes a nut adjustment entirely unnecessary, as it can be changed or set instantly to any size pipe, it is claimed to have double the strength of any similar wrench on the market, having an interchangeable wearing jaw it does not lock up-



THE EMPIRE PIPE WRENCH.

on the pipe as many wrenches do, but is released at once with a slight pressure of the thumb on the shaft of the movable jaw. The 14-inch wrench has the same range or opening as other 18 in. wrenches; the weight of the main jaw is almost double that of others. The Empire Wrench does not have strain in head of wrench as others have, consequently gives it greater strength. All parts are interchangeable. This wrench can be relied upon to do closer work than any other wrench on account of it having no thumb screw in the way. All wrenches guaranteed. Manufactured from dropped forged tool steel, carefully tempered and highly polished. The range of opening for the several sizes are for 10 in. 1¾ in., 14 in., 2¾ in., and 18 in., 3½ in.

MANN'S RAZOR PASTE.

William T. Mann & Co., Cleveland, Ohio, who are makers of the Mann Perforated Razor Strop, which is fast gaining a first class reputation as an A No. 1 strop, have now placed upon the market the paste with which these strops are finished. The accompanying illustration shows the way in which the paste is packed. The finish of their strops, the company claim, cannot be surpassed. The paste is put up in small boxes that retail for ten cents each, and they argue that any dealer handling the Mann, or in fact, any strop, should sell a box of this paste with each strop, as it perserves and keeps the strop in good working condition.

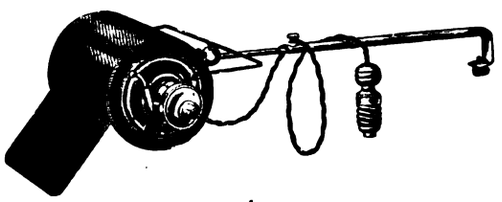
PACIFIC ELECTRIC CO. SPECIALTIES.

The Pacific Electric Co., La Crosse, Wis., among the numerous articles they manufacture, offer to the trade a very convenient Lamp, which is their No. 1, which we illustrate herewith. It is admirably adapted for use on flat top desks or tables, is very adjustable, as the hood can be revolved and the light cast in any direction, taking the glare of the light from the work and the eyes. The inside of the shade is fin-



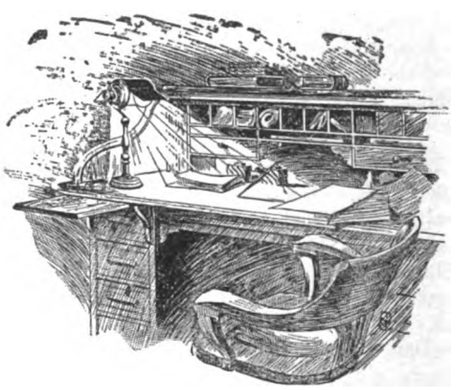
NO. 1.

ished in aluminum which softens the light, and throws a mellow light upon the work instead of the usual glare of the electric light. The height of the lamp is 13 inches,



NO. 4.

spread of shade 6 inches, weight of lamp complete, packed in pasteboard box, 2½ lbs. They have antique oak stand, nickel plated framehood, enameled green, or can be furnished with N. P. or polished brass hood. Their No. 4 lamp, which we also illustrate, is for use on roll-top desks. It will fit any



LAMP NO. 1 IN USE.

desk without interfering with the closing of the desk. Many points in this lamp have been improved in the past year, and the company state that it is now the best roll-top desk lamp on the market. It is made with polished brass trimmings, enameled green hood, or can be furnished complete polished brass. The weight of this lamp is 1½ lbs.

FISHING ROD ATTACHMENT.

It would perhaps be difficult to convince the man with the fine jointed rod, silk line and nickel plated multiplying reel that he was not having more sport than the small boy with a pole cut from the forest and an ordinary hook and line, but the boy is satisfied as long as he can catch the fish, while the scientific fisherman must keep up to date in all his fishing apparatus, from flies to pole. One of the newest things in this line, which the sportsman will not be slow in adopt-

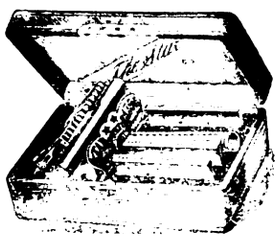
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ing, is the automatic reel arrangement which we show in the picture. It is somewhat difficult, in spite of the multiplying mechanism, to wind up the line rapidly by turning the crank, but with the reciprocating movement which this invention utilizes to revolve the reel the line can be taken in as rapidly as desired. Protecting from one side of a hollow sleeve, which forms a section of the rod, is a spindle, on which the reel is mounted. The inner end of the shaft, which carries this spindle has a gear wheel, which meshes with two others, set at right angles to the first wheel and mounted on a revolving shaft inside the sleeve by a ratchet mechanism, which permits one wheel to stand still, while the other revolves. Outside the long sleeve is a sliding handle, connected through a slot in the sleeve with the spirally threaded surface of the central rod. A movement of this handle in either direction will transmit the motion through the gear wheels, by the aid of the ratchets, to the spindle which carries the reel, and the faster the handle is reciprocated the faster the line will be drawn in. The ordinary drag and brake arrangements are utilized in paying out the line, as on the old reel.

The inventors are Allen E. Hall and William G. Smith, of Philadelphia, Pa.

THE STAR SAFETY RAZORS FOR HOLIDAY TRADE.

Kampfe Bros., No. 8-12 Reade Street, New York, are the oldest and best-known manufacturers of Safety Razors in the country. For 28 years they have made the Star Safety



"STAR" SAFETY RAZOR CASE.

Razor, being the original inventors of this particular style of Safety Razor, and by skillful workmanship and intelligent advertising, they have reached a point of excellence that receives the highest awards wherever exhibited including the



FAVORITE "STAR" SAFETY RAZOR CASE.

Paris Exposition and the Pan-American. The three most popular styles of Star Safety Razors demanded by the Hardware trade for holiday distribution are those which we illus-



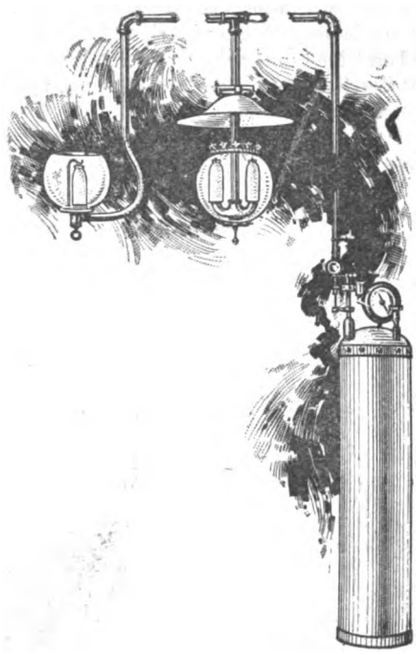
COMPLETE OUTFIT "STAR" SAFETY RAZOR.

trate in this article, and the annually increasing sales of this remarkable specialty in the line of self-shaving appliances, give an indication of public approval worthy of the highest admiration.

AN EXTRAORDINARY OFFER.

The Acorn Brass Mfg. Company, Chicago, are announcing the fact that they have secured control of a lighting system for the lighting of stores, halls, gardens, churches, etc., that solves the problem of individual lighting at moderate cost. A system that will light a store 50x100 feet can be installed in less than two hours and will light the store brilliantly at a cost not to exceed 60 cents per week.

A proposition of this remarkable character is based on the



fact that they claim the simplicity of construction is such that anyone can operate the plant, as there are no complicated parts to get out of order. They state that they are willing to demonstrate to anyone interested the wonderful possibilities of their mode of lighting, and further state that they issue a little booklet describing the system.

An individual gas plant complete such as they offer at so moderate an expense should solve the problem of economical lighting, and should be a boon indeed to those perplexed over the lighting question.

THE GLUT OF "BANKRUPT STOCKS."

Complaints from retail merchants on the number of bankrupt stocks offered for sale in western towns this fall are more numerous than usual and exceedingly bitter. Prices have been demoralized in many towns and a good share of the fall trade lost to many merchants through the hunger of their customers for shoddy goods at shoddy prices.

It is natural that with this should come a demand from the regular and legitimate merchant for a law limiting the opportunities of these bankrupt stock peddlers. They complain that they are taxed to support the community and the State, and in return should be protected.

It is certain that the regular merchant is entitled to some measure of protection. He furnishes the community with credit during the long summer when it has no money. He furnishes the farmer with a market for his produce. He is one of the most heavily taxed men in the town. Why, then, should he not be protected against the transient merchant who comes to the town for a sixty days' stay and sells the people deceiving merchandise which lost most of its merit at least six years before?

This is a question which every community should answer for itself if the State neglects it. It is just that the transient merchant should pay a license, the amount to be regulated by ordinance, for every week or month he does business in the town. If he enjoys the advantages which other men's efforts have created in a community he should pay something for it. Such an ordinance cuts down the number of irresponsible transients materially.—*Exchange.*

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JOSEPH E. PEPPER'S NEW CATALOGUE.

JOSEPH E. PEPPER, Rome, N. Y., has recently issued his illustrated catalogue of fine fishing tackle for the jobbing trade for 1904, which embraces in its contents a large number of such specialties for the use of the angler that makes it a very desirable catalogue for those handling fishing tackle, as he illustrates a very complete line of Trolling Baits. These are all graphically illustrated exact size, and are well worthy of the attention of the trade. We illustrate herewith two of the variety to which attention should be called. Fig. 1 is the Water Witch Weedless Casting Bait, which is claimed to be used best where there is grass or lily pads. It is made in copper, nickel and brass, and also in kidney-fluted at the same price. Fig. 2 is a correct representation of the Reliance Weedless Casting Bait, also used

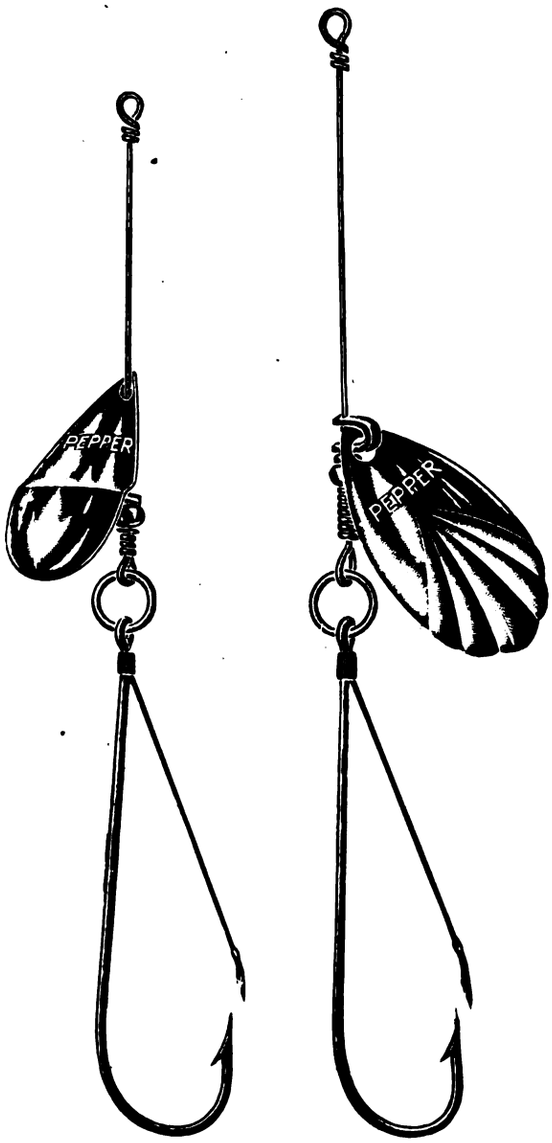
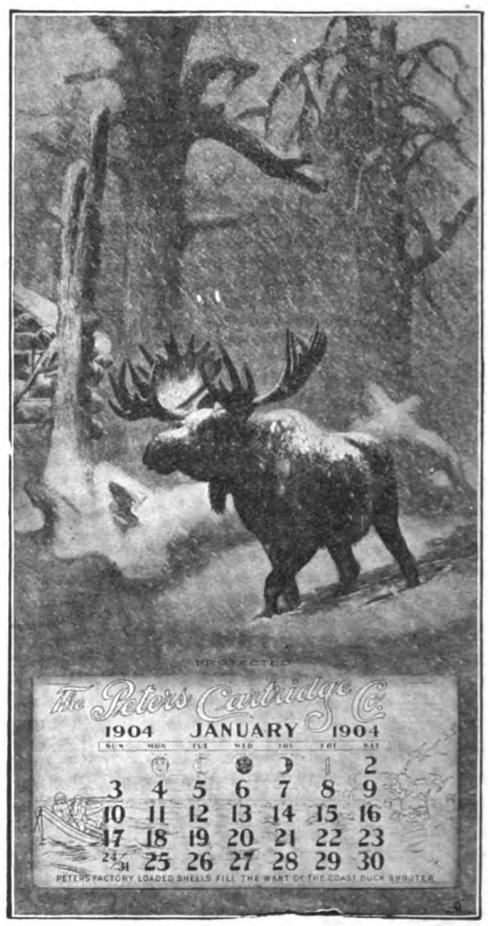


FIG. 1. FIG. 2.

similarly to the Water Witch. This is made in addition in kidney-fluted and Star patterns. They are made in copper, nickel and brass at the same price. This certainly is a catalogue that should be in the hands of those who contribute to the sports of the angler.

A UNIQUE AND ATTRACTIVE CALENDAR.

The Peters Cartridge Co., Cincinnati, O., has issued its calendar for 1904, and we have been favored with a copy which we find decidedly unique and very attractive. The main part of the calendar is made up of a picture of a grand old bull moose forging his way through a bleak forest in a driving snow storm. The snow is falling in large moist flakes, giving a remarkably picturesque look to the forest, and lodging on the back, forehead, and antlers of this king of the forest gives him a very imposing appearance. The moose occupies the center of the picture, and at the left is the deserted cabin of the hunter, covered with snow and ice, while at the foot of a near-by dead tree is an empty Peters cartridge case. The picture is entitled "Protected," from which we assume that the bull moose knows it is the close season, which influences him to range through the forest in the majestic manner shown. Attached to the calendars are the pads designating the different months, on which are some spirited sketches appropriate to the month. In January there is the coast duck shooting scene; in February, rabbit shooting; March, indoor rifle and revolver shooting; April, woodchuck shooting; May, outdoor revolver shooting; June, trap shooting; July, saluting with blank cartridges; August,



upland plover shooting; September, antelope shooting on the plains; October, field shooting; November, duck shooting; December, caribou shooting. The calendar can be procured from the trade or by application to the company at Cincinnati, Ohio, or the Eastern Branch, 98 Chambers Street, New York, accompanying the application with ten cents for postage.

VALUABLE WOODS OF THE PHILIPPINES.

America's new possessions in the Far East are constantly showing the wisdom of the acquisition of the archipelago. The value of the woods in the Philippine Islands to many branches of industry is very great, for they possess qualities unknown to our own. A correspondent of the *Modern Machinist* says that one of them is an exceedingly fine-grained, tough wood, very useful for tool handles, while another seems to be a cross between wood and iron, for it is very heavy and resistant, so much so that the natives use it for spear-heads. It can be readily worked by tools and has a metallic ring. In some cases it is wrought to shape by emery wheels. Another species is a close-grained, tough wood, which seems to be a dyewood, for when immersed it stains the water bright yellow for a long distance around it. This wood is also quite heavy and takes a fine finish. American lumbermen call it "yellow jack." Still another wood is called "balang" by the natives, and white wood by American lumbermen, but is quite different from our own wood of that name. It can only be worked by very sharp tools, but has a veined surface when finished, and is capable of taking a high polish. The business of preparing these woods for American markets is going forward with despatch and it is said to be very profitable.

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HARDWARE NOTES.

EASTERN NEW ENGLAND TRADE.

(From our Traveling Correspondent).

From the back country districts of New England come good reports of Fall trade. The farmers of the East are in a better condition than for some years past. The only reports of poor trade among Hardware dealers is from those either in the large cities or in manufacturing towns.

WORCESTER TRADE.

In Worcester, Mass., one dealer told your correspondent that general trade was up to that of last year, but that the tool and mill supply trade was in a very unsatisfactory condition—that the demand for good grade of tools was very small.

The store of the Worcester Hardware Co. is well arranged and a very complete stock is carried by this concern.

Another of Worcester's progressive general Hardware dealers is H. M. Waite, who carries an exceptionally fine line of cabinet and Builders' Hardware. It has often been said that this line was difficult to use in making a good window display, but there is someone in the employ of H. M. Waite who has succeeded in making Cabinet Hardware attract attention in the window. This was done, using high class goods and having them strikingly arranged.

The old business of H. W. Miller has been succeeded to by Elwood Adams; as this store is one of the oldest Hardware establishments in Worcester, a good business is done.

At the corner of Pearl and Main Streets Duncan & Goodell's up-to-date Hardware store is located. The members of this firm are practical Hardware men, and carry on a growing business. They reported trade in a healthy but not booming condition and thought the outlook was good for Winter.

Worcester is a good tool market, due to the fact that a number of large shops and mills are located there. The tool trade is followed closely by most of the Hardware dealers. W. H. Willard & Co. make a specialty of fine machinists' tools, and devote considerable attention to window display in this line.

Not many of the Hardware dealers of Worcester handle stoves—the furniture and exclusively stove houses apparently controlling the trade. The Guy Furniture Co. carry a big line of coal, gas and oil heaters as well as stoves and ranges.

PROVIDENCE TRADE.

Belcher & Loomis, of Providence, do a good local jobbing business and have one of the most attractively arranged retail Hardware stores in Southern New England.

Although not as large a store is occupied by Bosworth & Aspinwall as that of some of the other Providence concerns, still this firm do an extensive retail trade, being located in the centre of the city. A large stock of Cabinet and Builders' Hardware and tools is carried by Bosworth & Aspinwall.

There is an air of prosperity about the store of the Union Hardware & Electrical Supply Co. A very complete line of all electrical goods are carried and the line is found a good one to push in connection with a regular Hardware trade.

Another Providence concern doing no small amount of jobbing business in connection with retailing of Hardware is Barker, Chadsey & Co.

E. T. George conducts an exclusively retail business and by close attention to customers' wants has succeeded in building up a good trade.

Another of Providence's up-to-date retail Hardware stores is W. Congdon & Sons, who made no complaint of trade conditions.

SELLS STOVES.

But few of the Hardware men in the State handle stoves, and in commenting on this fact one dealer said: "Until four years ago I did not sell stoves. During the big bicycle years I sold a lot of wheels. The bicycle business began to wane and I plainly saw that some other line must be added. I noticed that few of my competitors were selling stoves, that the line was mostly being handled by regular stove men. But as I had made money in the wheel business—and never rode one—I decided that I could make money on stoves. We accordingly closed out bicycles in 1899 with a big rush, and put in a stock of stoves and ranges. At first the sales were slow and people through the Summer still talked bicycles—and I was almost inclined to think that a mistake had been made in throwing out the one and putting in the other line. However, we had stoves and not bicycles to sell, so advertised stoves, talked stoves and very soon we were selling stoves. Since the end of the first eight months of putting in the line we have never regretted having taken up stoves. The Hardware is the store for stoves, and stoves are a good paying line for the Hardware store."

FITCHBURG.

The consolidation which took place last Spring in Fitchburg, Mass., of the three leading Hardware stores has been a success. The new concern, the Fitchburg Hardware Co., is owned and controlled by the same men who had succeeded in building up the three old concerns, and because of the additional strength gained by consolidation the Fitchburg Hardware Co. will constantly become more of a power in the wholesale trade of New England.

LYNN.

A growing Massachusetts concern and one doing a large business is the Brockway-Smith Corporation, of Lynn. Considerable wholesale business is done by this company, especially in building materials, the sash, door and blind trade being followed up closely as well as Builders' Hardware and mill supplies.

A very nicely arranged and well stocked store is that of W. Henry Hutchinson, of Lynn. In addition to general Hardware, including paints and oils, sporting goods and cutlery, W. Henry Hutchinson carries a very large and up-to-date line of crockery and glass ware. This line is artisically displayed in the basement, with a large double staircase leading in from the front part of the store. Mr. Hutchinson said that in regular staple and medium priced goods business was good, but that for high priced goods Lynn was a poor market, and that the Hardwareman had Boston competition always to meet. Judging from some prices your correspondent saw at which goods were being retailed in Lynn, it would seem that prices were lower than in Boston, and from the very complete stocks carried by the three leading concerns there would apparently be no use for a Lynn person going to Boston for anything in this line.

Another leading retailer of Lynn is J. W. Harding & Co., where also a very large stock is carried. An exceedingly attractive window display was recently made by Harding & Co. of sporting goods, which line is constantly growing in sales through the channels of the Hardware trade.

CHRISTMAS GOODS.

During the past few years many New England Hardware men have gradually enlarged their line of holiday goods, adding fine cutlery and carving sets, chafing dishes, then flat ware and plated hollow ware, and now fine sterling silver and cut glass can be found in many of the up-to-date Eastern Hardware stores. In referring to this line a New England Hardware man said: "We have found it profitable and pleasant to handle. It adds much to attractiveness of our stores, brings us more business and new customers. With proper attention it will bring good returns and will add to profits without materially increasing fixed charges. As business is gradually being done on smaller margin of profits it becomes necessary to increase total sales, and this line is a good one to help do that."

HAMMERNAIL.

LIVINGSTON NAIL COMPANY.

Arrangements have been made by which the incorporation of the business of the Livingston Nail Company in January next will be accomplished with ample cash capital. The business so long conducted by the late S. Otis Livingston, and of which he was the proprietor, will be taken over as of November 1st, 1903. The same name will be used, and the business transacted from the same address, and by the same force as formerly. The officers of the new company will be: Duncan K. Major, New York, president and treasurer; George B. Olney, Pawtucket, R. I., (president of the Coleman Nail Co.), vice-president; W. L. Cooper, New York, secretary; and Fred P. Oliver, assistant treasurer. The estate of Mr. Livingston leaves the present capital in the business.

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A CORKSCREW FACTORY ON A NEW HAMPSHIRE FARM.

"Can't find the corkscrew!"

This remark startled a party of campers among New Hampshire hills, for everybody knows that a corkscrew is one of the very necessary articles to a camping party.

"Never mind," said the guide, "we'll have some made." So he got a buckboard, and surprised the campers by starting for a corkscrew factory in New Hampshire hills, and the only shop of its kind in the country, too. A lively drive over mountain roads brought the party to an old New Hampshire farm on the outskirts of the village of Alton, and a little, weather-beaten one-story shop several miles from the railroad, it was located in the place of the usual barn. The old oaken bucket hung in a well beneath an elm tree. A sheep bleated a greeting, and the factory superintendent stood in the doorway of the shop, and pleasantly welcomed his visitors. In this quaint little shop, situated and managed in the midst of rustic beauty and artistic expression that would delight a Roycrofter, it is claimed all the machine-made corkscrews of this country are produced, a half-ton of wire being daily converted into corkscrews to pull the stoppers of the world.

Ten ingenious machines, each a little bigger than a sewing machine, do all the work, and a half-dozen men and girls feed their hungry jaws with sufficient wire and pack for shipment their finished product. The wire, on spools, is fed into the machine much as thread is run into a sewing machine. Swiftly, a sharp knife cuts off; leaving a sharp bevelled edge, a piece of wire the desired length for the corkscrew, and just as quickly a revolving core catches the ends of the wire, twists it around a fixed post, and then twirls it into the mould of the core into the crooks of the corkscrew. Then the machine ejects the wire, a finished corkscrew. The bevelled edge is the sharp point of the screw, and the ring, for the pulling finger, was made by the loop around the post.

All day these little machines are busily working, and all night, too, if necessary to fill orders. Each one of them is capable of making 150 gross of corkscrews a day. With slight manipulation they will make any size corkscrew desired, a change of wire and of the mould of the core being alone necessary to make the finished corkscrew greater or smaller. Some of the machines spin the corkscrews on wooden or tin handles, perhaps with an advertisement of a medicine stamped upon them. Twenty-five thousand gross, or 3,600,000 small corkscrews are taken every year by a Western medicine manufacturer. Forty bushels in bulk of large corkscrews were being packed for shipment to Germany the day the campers visited the factory.

The ingenious machines are working in interest of the brains and as the energetic ally of Rockwell Clough, who might be called "The Corkscrew King," were he not too patriotic a native of rock-ribbed New Hampshire to care for such empty honors. Rockwell Clough, is however, a Yankee genius. He made corkscrews by hand in New Jersey, as they still do there to-day, and eventually worked out his ideas for the ingenious machines that do the work to-day. When he got his machines perfected, he went back to the old Clough homestead, high up on the hills of New Hampshire and in the village of Alton, and he set up his machines in the barn. For years, nobody was allowed inside the factory, securely guarding the patents on the machines, as they were of great value. Mr. Clough to-day claims to control all patents of corkscrew making machines in this country, and in most of the countries of Europe. He is now at the age of three score years, and is contentedly enjoying life, either at the old homestead or in travelling, while his machines spin out corkscrews for the multitudinous public and dollars for himself.

The superintendent generously gave the visiting campers corkscrews of many styles and sizes for souvenirs, and for use. The campers, having registered their names on the factory visitors' book, drank from the old oaken bucket, petted the sheep, bade the genial superintendent goodby, and whirled down the mountain road in the springy buckboard, and sped back to camp with the corkscrew. F. A. G.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED NOV. 23, 1903.

352,926. FISHING REEL DRAG, A. F. Meisselback, Newark, N. J.
352,932. WEATHER STRIP, C. Polley, New Berlin, Fla.
352,937. SAW HANDLE, George E. Seibler, Dayton, Ohio.
352,972. AXE, J. Q. Everson, Pittsburg, Pa.
352,975. SAD IRON, O. R. Hanchett, Erie, Pa.
353,022. BAIT BOX, E. W. Deland, Saco, Me.
353,198. PAIL, ETC., A. Brake, Toronto, Ontario, Canada.

PATENTS ISSUED NOV. 24, 1903.

744,709. DOOR CLOSER & CHECK, J. Bardsley, Montclair, and A. J. Rosentreter, Boonton, N. J.
744,737. HINGE FOR BARREL COVERS, R. H. Fesperman, Tulsa, Ind. Ter.
744,755. SASH FASTENER, E. W. Gaskenpflug, East Cleveland, Ohio.
744,784. BRUSH OR BROOM, S. M. Musgrave, Bells, Tenn.
744,821. COMBINATION STEP LADDER AND IRONING BOARD, J. W. Treen, Jersey City, N. J.
745,142. LIFTING JACK, A. R. Bolin and J. B. Goff, Dordele, Ga.

PATENTS EXPIRED NOV. 30, 1903.

353,280. STEAM COFFEE POT, A. M. Amos, Buffalo, N. Y.
353,283. WASHBOARD PROTECTOR, C. J. Bonsfield, South Bay City, Mich.
353,294. CARPET SWEEPER, W. J. Drew, Grand Rapids, Mich.
353,299. WHEELBARROW, J. P. Enderes, Pimento, Ind.
353,315. STEP LADDER CHAIR, F. E. Levanseler, St. Cloud, Minn.
353,340. HOSE REEL CARRIAGE, W. B. Wilcox, Chicago, Ill.
353,343. TUBULAR LANTERN, W. C. Winfield, Warren, O.
353,375. SASH LOCK, H. F. Peck, Fort Worth, Tex.
353,447. AXE, N. Goodier, Dardenelle, Ark.
353,483. MEAT CUTTER, P. Diessler, Philadelphia, Pa.

PATENTS ISSUED DEC. 1, 1903.

745,320. EXTENSION STEP LADDER, H. E. Bruno, St. Louis, Mo.
745,405. PAINT BRUSH, E. Vegiard dit Labonte, Montreal, Canada.
745,437. FISH HOOK, L. J. Hise, Waldron, Ark.
745,617. CLOTHES PIN, J. G. Howard, Pleasant View, Utah.
745,716. DOOR HANGER, A. F. Coulter, Pittsburg, Pa.
745,751. FISH HOOK ATTACHING DEVICE, C. A. Abbath, Quincy, Ill.
745,923. ROLLING PIN, W. L. Stanley, Cambridge, Ohio.

A NEW BUILDING MATERIAL.

Bricks are being made in England of clean sand and ground quicklime. They are said to be as substantial as granite, and to cost only $2.50 per 1,000. The inventor of the process for making them, L. P. Ford, Gresford, Eng., states that the ingredients are mixed in proper proportions mechanically and forced by a screw into a mold formed of a very strong steel cylinder. After the mold is filled it is placed in a box and the air it contains is sucked out by an air pump. Hot water is then admitted. The water rushes into every minute space and sets the particles of lime to slacking. The lime swells and causes a great pressure in the mold, while at the same time an intense heat is produced. Under the influence of the heat and pressure the sand and lime are molded into a rock which has 660 per cent. as much strength as the hardest granite. It is ready for use in eight hours. The secret of Mr. Ford's success is said to lie in his use of a cylinder mold. Others who tried to make silicate of lime building stone used square molds. They did not get an even distribution of the internal and external strains, and the stone produced was full of cracks.

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ON INCREASING BUSINESS.

By Lyle Merton.

The progressive merchant is constantly on the lookout for new methods to increase his volume of sales. Necessity compels him to do this, for the forces against which he contends are continually being exerted to deprive him of his custom already gained. Among them might be mentioned that beyond the control of the most systematically managed firm there will always be a customer now and then to take offense and will buy elsewhere; men in business sometimes die and their stores are closed up by the executors, and from one reason or another the regular customers of the house are continually dropping out here and there.

To offset this shrinkage effort must be made to gain new customers or to sell our present customers more goods than we have done in the past. It is well to scan the present field of our mercantile operations and try and discover some unproductive corner where we have so far been unable to plant the seed or gather the harvest. The ability to discover such may not be difficult, but how to induce our little seeds to take root in the hard and stony ground mayhap or prevent the enemy from sowing his tares in our wheat,—that is the question.

ADDING NEW LINES.

In looking over the stock and by comparison with goods advertised in the Hardware journals it may be found that there may be some new goods which may with profit be added to the present stock. There are always specialties and novelties being brought before the public, and the Hardware dealer should always be on the alert to take them up if he thinks they will sell. Whether they will or not is a question difficult to decide. While some of them do not, again others have a large sale for a short time and then drop out. In handling a novelty it is always well to push it vigorously when first introduced and just as soon as its popularity begins to wane, to direct the salesmen's attention to something later put on the market. If novelties are carefully handled and not carried too long there is money in them as they are generally sold at a fair profit and they advertise the firm handling them and impress the trade generally with the fact that such a house is up-to-date.

Almost every house has its confirmed channels of distribution, a regular line of customers regularly visited by the salesmen. Now there may be others in the same town handling partial lines which may not be visited by our salesmen at all. They have been so accustomed to visit their old friends that they often overlook the fact that a customer for a special line may be in the same town. They may be in the habit of visiting only the stores in a town when a woodworking factory or a mill may be large consumers of some lines of Hardware and be entirely overlooked. Salesmen, like other mortals, have the faculty of getting into a rut and it is well for the manager to consider this point well and talk it over with his traveling men to see if the visiting list may not be enlarged. A new customer gained in this way here and there helps to swell the general volume of business.

Another means of extending trade is the employment of special salesmen to visit a certain class of trade. The regular salesmen of a Hardware house has so many lines to carry and so many seasonable goods which he must of necessity sell that very often he is unable to give as much attention as he should to special lines carried by the house. These special lines can with advantage often be sold by a special salesman who may cover the territory of one or even several travelers and thus visit men whom the regular salesman does not call upon or may sell specialties to the regular trade canvassed by the regular salesman.

Still another method of enlargement of the jobbing business is the establishment of branches in different sections. There may not be many openings for small stores as usually the field is pretty well covered. But now and then towns may be found where there are openings for trade in the Hardware line. Why not open a retail store here for the sale of our goods? No doubt in the parent house a young man may be found who would consider it a good chance to demonstrate his executive ability by the management of just such a branch establishment, with the prospect of a share in the profits if successful or perhaps ultimate ownership. Although we have never seen this scheme put into actual operation we are inclined to think it entirely practical and one that would work to the benefit of both employer and employed. It would open up an avenue of advancement to the young Hardware clerk and stimulate him to extra effort if he had any ambitions in the direction of being a proprietor.

A branch establishment would be enabled to sell goods as low as any competitor in the retail trade and the manager would have the backing and advice and assistance of the home office. He would do his best to make it a success and would know that should he not be successful in a year or two he could rely upon his principals for encouragement and definite instructions and that his position would be given him should the venture not prove remunerative. This fact alone would have much to do with his success.

In addition to all the former methods, direct appeal to the trade must be persistently made if we would hold our own. No better means of giving trade facts and advertising our business is than regularly having postal cards printed with some item of store news and mailed direct to our customers and those not our customers. The expense is not large and if regularly and systematically carried results will be apparent.

MUTUAL FIRE INSURANCE MAKES GOOD SHOWING.

The statement of the Retail Hardware Dealers' Mutual Fire Insurance Co. of Minnesota, issued under date of Nov. 1, 1903, shows that organization to be in excellent condition. This report is as follows:

	Gross Premiums.	*Gross Losses.*
1900	$8,390.91	$1,294.14—15 %
1901	12,573.61	2,344.98—18 %
1902	19,708.03	7,752.22—39 %
1903*	26,421.34	5,153.89—19½%
Total	$67,093.89	$16,545.23

*10 months to date.

	Gross Expense.	*Losses and Expense.*
1900	$2,196.61—26%	41%
1901	1,769.27—15%	33%
1902	2,436.40—12%	51%
1903	2,815.94—10½%	30%
Total	$9,218.22	

Total premius, $67,093.89.
Total losses, $16,545.23—24%.
Total expense, $9,218.22—14%.
Total losses and expense, $25,763.45—38%.

FINANCIAL CONDITION.

Cash on hand	$31,589.67
Due from policy holders	851.96
Accrued interest	202.18
Resources	$32,643.81

HOW MARBLES ARE MADE.

In About Fifteen Minutes a Bushel Can be Turned Out.

Almost all the "marbles" with which boys amuse themselves in season and out of season, on pavements and in shady spots, are made at Oberstein, Germany, says the *Cornhill Magazine*.

There are many large agate quarries and mills in that neighborhood, and the refuse is turned to good account in providing the small stone balls for experts to "knuckle down" with.

The stone is broken into small cubes by blows of a light hammer. These small blocks of stone are thrown by the shovelful into the hopper of a small mill, formed of a bedstone having its surface grooved with concentric furrows; above this is a "runner," which is of hard wood, having a level face on its lower surface.

The upper block is made to revolve rapidly, water being delivered upon the grooves of the bedstone where the marbles are being rounded. It takes about fifteen minutes to finish a bushel of good marbles ready for the boy's knuckles. One mill will turn out 160,000 per week.

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NEW U. M. C. PRODUCTS.



The 32 Automatic Colt Pistol is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the automatic Colt pistol (pocket model). Those with the soft point bullets will be found desirable for sporting purposes.



These cartridges are also made with metal cased bullets and are accurate for target purposes at ranges suitable to pocket pistols.

RIM FIRE CARTRIDGES.

New 22 short ungreased, 22 long ungreased and 22 Winchester ungreased are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys are calling for these cartridges as they can be carried loose in the pocket without the old inconvenience of the greased cartridges. They will not lead the gun.

U. M. C. ammunition shoots well in any make gun.

The Union Metallic Cartridge Co.,
BRIDGEPORT CONN.

Agency.
313-15 Broadway,
New York City.

Depot.
86-88 First St.,
San Francisco, Cal

GREAT DEMAND FOR RUBBER.

To Meet It Europe is Ransacked For Cast-off Rubber Manufactures to be Made Over.

Washington, Nov. 11.—More than 50,000,000 pounds of India rubber, valued at more than $30,000,000, was imported into the United States last year. In 1890 the quantity was only 33,000,000 pounds; in 1880, 16,000,000; in 1870, 9,000,000, and in 1862, the earliest date at which it was separately shown in the import statements, was only 2,125,561 pounds.

Over $100,000,000 worth of manufactures from India rubber are now turned out from the factories of the country every year, and about half of this total is in the form of boots and shoes.

So great is the demand for India rubber for use in manufacturing that not only has the importation grown from 2,000,000 pounds in 1862 to over 50,000,000 annually at the present period, but in addition to this the forests of the East Indies are called upon for several million pounds annually of a new substitute for gutterpercha, known as "gutta-joolatong," while at the same time the highways and byways of Europe and other countries are ransacked for cast-off rubber manufactures from which the rubber is "reclaimed" and reused in conjunction with the new rubber from the forests of Brazil, Africa and the East Indies.

Figures just compiled by the Department of Commerce and Labor through its Bureau of Statistics show the importations of three classes of material utilized as India rubber in recent years.

They show that during the past few years the importations of crude rubber have ranged from 50,000,000 to 55,000,000 pounds, of gutta-joolatong from 5,000,000 to 15,000,000, and of "old and scrap rubber, fit only for remanufacture," from 10 to 20 odd million pounds per annum and of gutta percha a half million pounds.

The industry of importing and "reclaiming" India rubber for reuse in manufacturing is a comparatively new one, and while it utilizes large quantities of worn-out rubber boots and shoes and other articles of this character from the scrap heaps of the United States, it has only extended to other parts of the world in recent years.

In 1893, for example, the total importation of "old and scrap India rubber fit only for remanufacture" was less than a million pounds. In 1896 it was over three millions. In 1898 more than nine millions, in 1900 nineteen millions, in 1902 twenty-two millions and in 1903 24,659,394 pounds, valued at $1,516,137.

Gutta-joolatong is another comparatively new material which may be utilized as a substitute for or in conjunction with India rubber.

It is a product of the East Indies, chiefly the island of Borneo, located not far from our Philippines, and in the form of which it is imported is described as "whitish in color, looking something like marshmallow candy, smelling strongly of petroleum, and oxidizing on exposure to the air, becoming hard." The same description says: "It is not a substitute for gutta-percha or India rubber, but it is used chiefly as a filler in manufactures of India rubber gum and gutta-percha.

The importation of this newly developed aid in the manufacture of India rubber has increased from 6,500,000 pounds in 1899 to 14,000,000 pounds in 1903.

TRADE NOTES.

Syracuse, N. Y.—William Van Wagoner, formerly superintendent of the Barnes Cycle Company, and later manager of the Century Motor Vehicle Company, has gone with the Kirk-Snell Companies, Toledo, in the capacity of superintendent. Since the consolidation of the two companies, there has been a good deal of shifting about—E. P. Breckinridge becoming manager of works, Ezra E. Kirk continuing as sales manager of the automobile department, the nameplate bicycle business and the stove trimmings department, while J. R. B. Ransom in addition to his general duties will direct the sales of jobbing bicycles, Hussey bars and drop forging.

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REVIEW OF THE MARKETS.

WIRE NAILS. There is a fair business being done, although the orders do not represent large requirements, being extremely moderate if anything, but at this period little else is expected. The market under the circumstances, is firm at the following quotations: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$2.00
Retailers, carload lots	2.05
Retailers, less than carload lots	2.15

New York. A very limited demand characterizes the local trade. Quotations are steady at the following:

Single carloads	$2.20
Small lots from store	$2.25 to $2.30

CUT NAILS. Under a moderate demand the market is firm at the following quotations:

In carload lots	$1.90 base
Less than carload lots	$1.95

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. Small lots from store represents the condition of local trade, which is a steady demand on that basis. Quotations are as follows:

Carloads on dock	$2.04½
Less than carloads on dock	2.12½
Small lots from store	2.20

BARB WIRE. A light business is reported as being the feature of the market, orders being for limited quantities for immediate wants. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.30	$2.60
Retailers, carload lots	2.35	2.65
Retailers, less than carload lots	2.45	2.75

SMOOTH FENCE WIRE. This end of the Wire traffic is kept up under a fairly good demand, contracts being freely drawn upon for regular requirements which have been satisfactory for the season. While some slight concessions are referred to, the official prices remain as previously quoted, as follows: f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95
Less than carloads	2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances, as follows:

		Plain.	Galv.
6 to 9		Base.	$0.30
10	Advance over base	$0.10	.30
11	" " "	.10	.30
12 and 12½	" " "	.15	.30
13	" " "	.25	.30
14	" " "	.35	.30
15	" " "	.45	.60
16	" " "	.55	.60
17	" " "	.70	1.00

SAND PAPER, ETC. The manufacturers of Flint and Emery Paper and Cloth have adopted a revised list, which went into effect November 23. The revised list prices are subject to the same discounts as the former lists, which in a general way may be referred to as follows: Flint and Emery Paper and Cloth in reams or rolls, discount from 50 and 10 to 60 per cent.; Garnet Paper and Cloth in reams or rolls, discount, 25 per cent.

SHEET ZINC. Another reduction in the price of Sheet Zinc is announced under date November 27 by Matthiessen & Hegeler Zinc Company, La Salle, Ill. The price is now $5.75 per 100 pounds in 600-pound casks, subject to the usual discounts in quantities.

CORDAGE. The demand for Rope continues fairly steady with but little change in quotations for the higher grades. As there is considerable demand for Rope at lower quotations, the manufacturers meet it by making suitable grade for price, while rules at ½-cent to one cent per pound below that of Pure Manila. The following quotations represent the market:

Pure Manila, 7-16 inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
Pure Sisal, 7-16 inch and larger	9½
No. 2 Sisal, 7-16 inch and larger	8½
⅜ inch	9
¼ inch and 5-16 inch	9½
Lath Yarn, Medium and Coarse	8¾
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations on "City" Raw Oil are the latest announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...38 cents per gallon.
In lots of 5 barrels or more....37 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE GRAPHITE TRADE.

So far as the graphite industry is concerned, there seems to be absolutely nothing new that we can say on the subject. It is true that with the coming in of December, the usual letting-up of orders is noticed, but the prospect for the new year seems to be quite as good as it was December a year ago. The fact that we have very lately bought quite a large plot of ground adjoining our factory, and are now about to begin the building of a structure 100x54 feet and six stories high, and are also enlarging our power plant building, so as to install another unit of 300 H. P., shows that we have faith in the continuance of prosperous days.

JOSEPH DIXON CRUCIBLE CO.

THE PHILADELPHIA TRADE.

Winter has begun with unusual severity, and while we do not claim to be the "oldest inhabitants," it has been some years since we have seen skating at Thanksgiving and a heavy fall of snow early in December. This has made a lively demand for Winter goods. The market is practically bare of Snow Shovels and Sleds, and Weather Strips, Skates, and Sleigh Bells are in demand. It is very gratifying to the jobbing trade to see that their retail friends who carried over so many Skates last year now have an excellent opportunity to work off their stocks, and, of course, the jobbers hope to reap the benefit of this. On other lines trade is continuing in fair volume, and the demand for goods is quite active, while prices appear practically unchanged, except on a few lines near the raw material, and some advances are still being reported. The cotton market is exceptionally strong, and the South of course feels good over 12-cent cotton which is almost an unheard of price; and cotton cord and all goods made of cotton are higher in consequence. Holiday trade is now in order and with the unusual weather conditions there seems to be no reason why the country should not enjoy a most satisfactory holiday season, which is always especially welcome as it brings a large amount of cash into the hands of the retailers.

BIDDLE HARDWARE CO.

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THE PITTSBURGH TRADE.

We have had an early touch of winter lasting about two weeks, which has stimulated the sale of winter goods. Gas stoves are in especial demand throughout the territory favored with natural gas. The improvements in these stoves in efficiency is quite marked in comparison with the wasteful methods of using gas some years ago. There is no fuel for domestic purposes equal to it, both for convenience and efficiency. Skates, guns and cutlery are also in good demand and the holiday trade is beginning to show itself. While there is a lull in the steel and iron market, there is still a good business doing the amount of which a few years ago would have taxed the capacity of the mills of that time. The waiting purchasers cannot wait indefinitely and we look for our mills to be fairly busy after the turn of the year. Prices of heavy goods will by that time have been adjusted to new conditions, wage scales arranged and the prosperous conditions in the west and south will compel buyers to come into the market. LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

It seems to be manifest destiny that we keep going west until we come full circle, as a continent is not broad enough for a resting place for Uncle Sam. The Indian Hunting grounds have been converted into wheat fields, and now the Panama Banana Patches are to be dug up for a canal, that our navy can get through to visit our new possessions. We must hustle to make room for our Rockefellers and Morgans or there will be nothing left for them to gobble. In the meantime the little fellows never had such a chance, they are only small by comparison, and compared with any other age or nation, they are living sumptuously. Inequality is a benefit, it is what we are all striving to make, but the difference may be a little too wide for comfortable acquiescence. November, as a business month, is fully equal to the same month in 1902, and as that was in the boom, it is quite satisfactory. Business seems to be steadily improving rather than weakening, and this is ground for hope and courage.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CINCINNATI TRADE.

Trade is keeping up so remarkably that the traveling salesmen are out two weeks longer than usual, but as reported last month, sales are for only actual needs. Stock taking has been delayed on account of salesmen being out, but the jobbers will all be through by Christmas. Stock is being estimated at prevailing prices, no change being made except in Wire and Nails. The prevalent feeling among the jobbers is that next year will be an unusually good one for a presidential year, for the reason that orders have been small and stocks well cleaned up, so much so that dealers will want goods quick; the jobbers will not have enough stock to supply the demand and the manufacturers will be rushed to their fullest capacities. Christmas goods are meeting with ready demand, fancy carving sets and cutlery, fire sets, guns, sleds and skates the jobbers say are exceedingly lively. The Pickering Hardware Co. are offering for their weekly special sale, which began on the 7th inst., one thousand dozen of shears which were closed out by R. Heinisch Sons, manufacturers, at about half value.

THE OMAHA TRADE.

Trade as is customary at this time of the year is somewhat reduced in volume, though exhibiting a good deal of activity in the way of sorting up orders. The demand for season goods, such as skates, sleds, stove boards and sheet iron goods is fully up to the average and general trade is not below that of last year except in the line of heavy staples, which was unusually heavy a year ago on account of freight conditions which do not exist at present. All indications point to the fact that stocks in the hands of dealers are unusually light as orders for staple goods are small and frequent. Purchasing power of the community was never better than at present, and there seems to be no reason why the opening of the new year should not bring a larger volume of business than a year ago, for stocks are in such shape that any demand from the consumer will have its immediate effect on the retailer, jobber and manufacturer.

WRIGHT & WILHELMY CO.

The Hopkins & Allen Arms Co.

Norwich, Conn., U. S. A.

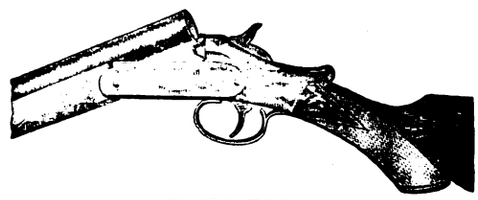
***The* most complete line of American Made Fire Arms, including**

Shot Guns
Rifles
and
Revolvers



GUN 212

Double barrelled Hammerless Gun, Damascus barrels, 12 and 16 gauge..... $30 00
Same with Stubbs twist barrels, 12 and 16 gauge, 25 00



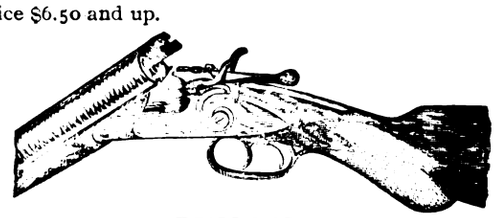
GUN 712½

Hopkins & Allen New Model Top Snap, three piece gun, made in 12, 16 and 20 gauge. Price $9.00



Hammerless Revolver

Made in 32 and 38 calibre. Nickle plated or blued finish, length of barrels 3 and 3¼, 4 and 5 inches.
Price $6.50 and up.



GUN 312

Doll's Head Extension Rib. **Can't shoot loose.** 12 and 16 gauge, 3 grades

Blued Steel Barrels, price..... $18 00
Twist Steel Barrels, price..... 19 50
Damascus Steel Barrels, price..... 22 50

Send for Catalogue of the most complete line of American made firearms.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

THE DAVENPORT TRADE.

The annual inventories will not show as much decline as will the common stock in some of the concerns that manufacture Hardware. The I. & I. Interurban Electric Line between Davenport and Clinton is being constructed rapidly; trains will be running as far as Bettendorf very soon. Hogs are worth about four cents; bacon twenty-two cents per pound; moral: farmers should convert hogs into hams and bacon before selling. By the way, meat competition will not be so swift in future; it has been decided that there armour dealers here than is necessary, but there will still be a cudahay for every steer that arrives. While the manufacturers have announced no change in price of nails, many Iowa jobbers have reduced their price five cents per keg. The National Hardware convention was a success in every way. The officers deserve thanks and congratulations. The stockholders in one large manufacturing incorporation have been hit hard by the decline; it is said there are ninety thousand of them and that they do not all live in Wall Street. Money is not so plentiful and interest rates are higher. Collections only fair. SICKELS, PRESTON & NUTTING CO.

ATKINS SAWS ON THE PACIFIC COAST.

The popularity and growing demand for Atkins celebrated Saws is shown in a marked degree in the development of the trade on these saws out on the Pacific Coast. About four years ago E. C. Atkins & Co., the well-known Saw manufacturers of Indianapolis, established a branch house at Portland, Ore., which, in this short time has grown to such immense proportions as to necessitate the opening of an auxiliary branch to aid in more properly caring for their rapidly increasing trade. The new branch has been established at Seattle, Wash., with A. H. Potter in charge. Mr. Potter is one of the best known travelers with the Hardware and saw mill trade of the Southeastern Atlantic Coast States, where he represented the Atkins Company for the past twelve years, with headquarters at Norfolk, Va. His genial and energetic disposition, together with a thorough knowledge of the requirements of the saw mill trade and an unbounded faith in the superiority of the Atkins Saws, insures his success in his new field beyond a question. In the territory formerly traveled by him, Mr. Potter has been succeeded by G. R. Stafford, a young man whose sterling integrity and ability have won for him an enviable place in the estimation of his employers. Mr. Stafford "grew up" in the Saw business. He started as a boy with the Atkins people about ten years ago at their branch at Chattanooga, since removed to Atlanta, Ga. He knows "Saws" from start to finish and at the slightest provocation will discourse upon the merits of his line. Mr. Stafford has made his initial trip over his territory and is highly gratified at the results accomplished.

THE FOREIGN TRADE ASSOCIATION OF AMERICA.

The Foreign Trade Association of America is an organization recently incorporated as a Board of Trade under the membership corporation laws of the State of New York for the purpose of fostering foreign business of the United States in its broadest sense. It is the only organization of the kind which devotes its efforts solely to the welfare of the foreign trade of America without charge to its members.

Its members are from among the leading manufacturers of the United States, representing an aggregate capitalization of between $200,000,000 and $300,000,000. While it is a young organization, it numbers among its members representatives of the following houses:

NEW YORK.

F. W. Devoe-C. T. Raynolds Co.; J. L. Mott Iron Works; T. N. Motley Co., Inc.; Augustin Fuller Co.; General Chemical Co.; Russell & Erwin Mfg. Co.; Longman & Martinez; Wm. L. Gilbert Clock Co.; Jandus Electric Co.; H. B. Hollins & Co.; J. A. Roebling Sons & Co.; C. S. Trench & Co.; American Elec. & Novelty Mfg. Co.; Berlin Construction Co.; James B. Clow & Sons; Rumsey Pump & Mac. Co.; Bishop & Babcock Co.; R. R. Fogel & Co.; Browne & Frothingham; R. E. Dietz Co.; Everett, Heaney & Co.; S. E. Heymann & Co.; Stanley Jordan & Co.; W. M. Sheehan & Co.; Fiske Bros. Refining Co.; H. Kohnstamm & Co.; The Stirling Co.; B. Lissberger & Co.; John Lucas & Co.; The American Laundry Mac. Co.; Chas. E. McInnes & Co.; E. P. Morris Co.; Wolff & Peniston; James Edward Pope; Max Dreyfus & Co.; Ramapo Iron Works; Ducker Co.; International Cutlery Co.; Barrett Mfg. Co.; J. Jones & Son; Wm. A. Force & Co.; Cook & Bernheimer; Bell & Caldwell; New York & Java Trading Co.; F. H. Lovell & Co.; H. Walkan & Co.; One Minute Churn Co.

Aurora Tool Works, Aurora, Ind; Geo. L. Squire Mfg. Co., Buffalo, N. Y.; Buffalo Forge Co., Buffalo, N. Y.; A. Leschen & Sons Rope Co., St. Louis, Mo.; Blacklock Foundry, South Pittsburg, Tenn.; American Iron & Steel Mfg. Co., Labanon, Pa.; Murphy Varnish Co., Newark, N. J.; Standard Sanitary Co., Pittsburg, Pa.; Acme Mfg. Co., Plantsville, Conn.; Lamson & Goodnow Mfg. Co., Shelbourne Falls, Mass.; Electro Chemical Engr'g Co., Brooklyn, N. Y.; United States Paper Export Association, Philadelphia, Pa.; Union Steam Pump Co., Battle Creek, Mich.; Pyrogranit Co., New Brunswick, N. J.

The German press, in commenting on the sewing-machine trade in Japan, points out that the importation of American sewing machines into Japan has increased elevenfold over that of Germany since 1893, although the American machines command much higher prices than those made in Germany. The reason for this is said to be good management of American companies in their business methods, such as establishing depots and agencies all over Japan, keeping branches, where all parts of the machines can be obtained in the chief business centers; selling on the instalment plan to private persons and sending salesmen to every town and village.

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

ADDITIONAL LINES FOR HARDWARE DEALERS.

One of the changes taking place in the Hardware trade of the Northwest is the growing number of Hardware men handling furniture, observes *Hardware Trade*. As a companion business it offers a good many attractions to the dealer and the lines are closely allied in many directions. Take housefurnishings; the Hardware man contributes the stove, the kitchen utensils, carpet tacks and curtain fixtures sometimes, and it is but a short step to chairs, tables, beds and other pieces of furniture. Furniture conditions throughout the country are improving slowly but surely. The market is still somewhat of a waiting one. Dealers are still buying from hand to mouth, laying in no more stock than absolutely necessary, and sharing in the conservative spirit which a good many people have shown a disposition to push along. Meanwhile, however, they are laying up trouble against the time when the stocks in hand shall prove insufficient for the swelling natural demand which usually begins to develop about this time and reaches its highest point about the middle of November.

A man in close touch with the Hardware trade in the Northwest and who has a good acquaintance with conditions in the East says that the Eastern dealer gives more time and space to the cutlery and other fancy lines than the dealers in the Northwest. On the other hand, the Western dealer makes a better pull for sporting goods trade than the dealer in the East. The Western dealer does not seem to have patience enough to cultivate the trade on small articles. He wants to sell a stove, a roofing job, a bill of staples, a gun or anything that will count.

During the past two years no small number of Hardware dealers have taken up the sale of electrical goods. The line has been found profitable, and because most electrical goods are metal goods it seems very proper that they should be handled in the Hardware or metal store.

A Minnesota jobbing house is thus quoted in an exchange: "We find that through the older portion of the territory which we cover—namely, the Northern peninsula of Michigan and parts of Wisconsin—paint is carried quite extensively by the drug trade, although the Hardware men are working gradually into it. Particularly is this the case where new Hardware stores are being established, in which case paint is invariably one of the lines put in with an opening stock; but in the new territory, such as the Northern portion of Minnesota and North Dakota, the paint business is being done almost altogether by the Hardware trade. It would seem like a case of evolution; originally in the drug trade's hands, after a while being controlled by the Hardware trade, and yet after the towns get to be of considerable size paint is a specialty, carried largely by itself. Our opinion is decidedly that paint is a most harmonious line in connection with Hardware and is carried both advantageously and profitably by the Hardware trade on whom we call. The tendency, as previously advised, is more and more for the Hardware stores to carry paint."

TO SUPERSEDE EMERY

Craig Mine Crystal Corundum



CRAIG MINE CRYSTAL CORUNDUM is as uniform as the coins of the realm. It excels the irritatingly uncertain abrasives produced elsewhere, even as the coinage fresh from our modern mint excels the hand-made money of Alfred the Great. Nature made Craig Mine Crystal Corundum. It is all the same in physical qualities; a testimonial in favor of one pound testifies in favor of the whole output.

Craig Mine Crystal Corundum grains are numbered 12, 14, 16, 20, 24, 30, 36, 46, 54, 60, 70, 80, 90, 100, 120, 150, 180 and 200. Find the number that suits your work and continue ordering it.

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Canada Corundum Co., Limited, Toronto, Canada

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are every one of the several improvements to be found only in **NATIONAL "ROLLER BEARING" CARPET SWEEPERS.** This is particularly noticeable in our STEEL HANDLE FERRULE when compared with other complicated devices.



NO COMPLICATED PARTS
NOTHING TO WEAR OR BREAK
IT IS THERE TO STAY

National Sweepers are more than fifty per cent. (50%) easier running than any other sweeper manufactured. Extremely simple. Substantially made. Beautifully finished. Line complete and sold at the right prices. Each Sweeper packed in a patented carton.

ASK US FOR FULL PARTICULARS.

NATIONAL SWEEPER CO.,

CARPET SWEEPERS EXCLUSIVELY

1703 Park Street, MARION, INDIANA.

EXPORT OFFICE AND SAMPLE ROOMS:
15 to 25 Whitehall St., New York,
C. B. CORWIN, Representative.

CANADIAN BRANCH,
45 Colborne St.,
Toronto.

EUROPEAN REPRESENTATIVE:
MAURICE SOMBORN,
DeKeyser's Royal Hotel, London.

TO CLOSE WILCOX FACTORY.

It Has Been in Continuous Operation Since 1827.

Willis H. Wilcox is preparing to close the Wilcox factory at Riversville, Conn., the first of the year, which has been in operation since 1827, when the father of the present owner Josiah Wilcox commenced the manufacture of carriage Hardware there. During the Civil War as many as fifty men were employed there, and the products were easily sold at forty per cent. profit. Josiah Wilcox was succeeded in the business by his two sons, George and Willis who conducted it until the death of the former a few months ago. In 1888 they received $30,000 from the city of New York for their water rights on the Byram river, and since then have operated by steam power most of the time, though at some seasons there was still enough water pressure to keep the machinery moving.

Carriage clips or shaft couplings, were the only things turned out lately, owing to the competition of larger factories, and Mr. Wilcox declares that the firm had been losing a thousand dollars a year for the past ten years, only keeping the factory going that the men who had been in their employ for a long time might not be turned out.

Since George Wilcox died, the surviving owner stated the situation to his employes, three of whom had been with the concern for over half a century, and offered to sell the plant to them at a low figure if they cared to continue the business. Had he misrepresented the condition of things they might have decided to buy it, so as to be sure of employment the balance of their lives near to their homes, but the relation of employer to employe was a honest one, consequently the men did not purchase when they were told that there was no money to make.

The factory building itself is in poor condition, but the steam power plant, which cost $4,000, is in good condition.

Transportation of iron from Port Chester to the factory has been a great drawback to the concern, each load costing $1.50 to carry and the same amount to return to the freight yards. This accounts for the loss of the owners to a great extent.

POSTAL-CARD HISTORY.

Before the present phrase on the face of United States postal cards was adopted, to inform the user that only the address is to be written on that side, there was a long series of experiments on trial with other sentences meaning practically the same thing. The direction has appeared in at least seven forms.

"One of the earliest cards," says Francis H. Whitney, Private Secretary to Postmaster-General Payne, "was made to bear the sign, 'Nothing but the address can be written on this side,' which was untrue, as many persons could write more if they so desired. Shortly afterward it was changed so as to say, 'Nothing but the address is to be placed on this side,' which was more sensible, but was clumsy and was soon discarded. The next issue of the cards was inscribed, 'The address only to be written on this side,' which it was soon seen could easily be construed to bar the use of a typewriter. The same objection could be raised to 'Write only the address on this side.'

"Finally the authorities got hysterical, and the next issue of the cards informed the user that he could 'Write the address on this side, the message on the other,' which was not only clumsy, but ambiguous, and conveyed a wrong meaning, as the officials really, down in their hearts, had no objection to a person writing the address on both sides of the card. It was finally decided that there was no use in trying to be original, and so they fashioned the phrase which is now in use after the one used on the postal cards issued by the British government. Our English cousins say, 'The space below is for the address only,' and Uncle Sam has 'This side for the address only.'"

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MONUMENTAL ARCHITECTURE UNVEILED.

The Completion of the Greatest World's Fair Building Attended With Dramatic Features.

BY W. C. M'CARTY.

The final act that marked the completion of the mammoth Palace of Agriculture at the World's Fair, though unaccompanied by ceremony or demonstration, was as spectacular as the launching of a warship and as impressive as the unveiling of a noted statue.

On the top of a high hill, almost in the center of the Louisiana Purchase Exposition grounds, an army of men had been working all Summer. An enormous structure had been reared, but if it possessed beauty or symmetry it was effectually concealed behind a network of weather stained timbers that the workmen called the "false work."

It was when this "false work" was removed, simultaneously on all sides, that the building instantly assumed majestic proportions. Architectural beauties that had been concealed sprung into view as if by magic, and in the twinkling of an eye there appeared to rise before one a magnificent palace, of unrivaled proportions, with graceful facades, vaulted entrances, large expanses of windows, and walls and columns that appeared as if carved from flawless ivory.

Workmen had been sent throughout the "false work" that had served its purpose. With saw in hand boards and timbers that held the scaffolding together were cut, and ropes were attached to the topmost timbers. Then the men who paved the way for the demolition of the false work sought places of safety on the ground near by. The superintendent under whose orders the building had grown, gave a loud blast on a shrill whistle and the men on the ground gave a sharp pull on their ropes. There was a creaking and a groaning of parting timbers. Then a wavering of scaffolding and a great crash as a tangle of scantlings and boards nearly a mile long and seventy-five feet high fell at the base of the great building.

The usual description of this Palace of Agriculture fails to convey an adequate idea of its magnitude. The fact that it is 1660 feet long and 540 feet wide, covers 23 acres, cost $529,000 and is the largest exhibit building ever constructed to contain a single department, has been told. When one is informed that over 10,000,000 feet of lumber were used in the construction of the building he may yet have an indistinct conception of its magnitude. The amount grows on one when he is told that 600 cars were fully loaded with this lumber. Thirty cars, thus loaded, makes a heavy train, so it will be seen that 20 full trains were required to transport the lumber for this one building to the World's Fair ground.

Vast forests were denuded that this building might rise. In the Southern pineries one acre of forest will on an average yield 6,000 feet of lumber. A little calculating will show that 1666 acres, or nearly two and one-half square miles were required to furnish this lumber.

As the Palace of Agriculture represents only one of the many exhibit palaces of the World's Fair or about one-twentieth of the total building construction it will be seen that 33,320 acres, or over 50 square miles of forest were cut for the erection of the World's Fair buildings.

The nails that were used in joining the timbers for this one building, when one pauses to think of them, speak startling facts. Five cars were required to haul the nails. In each car were 450 kegs. In each keg were 100 pounds. The five cars, or 2250 kegs of nails weighed 225,000 pounds, or 112 and a half tons. The 10-penny nail was the average size used. It requires a strip of steel wire 4 inches long to make one nail. One hundred and six 10-penny nails weigh one pound, and in the 225,000 pounds used there were 23,850,000 nails. The total length of the wire from which these nails were made was 94,400,000 inches. Reduced these figures read 7,950,000 feet, or 1506 miles. Then if the wire were uncut and strung in the form of a cable, it would more than reach from Kansas City to New York.

Eighteen cars of sand were consumed in the plastering of the building. There are 12,000 yards of plaster on the interior and 52,000 yards on the exterior. Of laths used on the inside there were 180,000. There were 18,000 casts of staff 8 feet long and 18,000 pounds of fibre were used in making the staff.

Figures on the painting reveal something of the enormity of the structure. On the inside alone eight cars of sanito were sprayed on the walls and timbers. There were 70 barrels to a car and each barrel contained 450 pounds of paint. With the aid of his pencil a ready mathematician would soon discover that 252,000 pounds of paint were required on the interior alone. And the exterior consumed an equally large amount.

The roofing of the Palace of Agriculture gives one with a penchant for freakish figures a rare opportunity. There are 1,062,400 square feet in the roof. The roofing paper, which was first put on, weighs 50 pounds to a square. A square is 10 feet square or 100 square feet. Thus the paper alone weighs 500,000 pounds. The paper is covered with pitch, 60 pounds to the square. Here is another weight of 600,000 pounds added. Then comes the gravel. One yard of gravel, weighing 2700 pounds, will cover 8 squares of roofing. There were 1250 yards of gravel used on the roof and this weighed 3,375,000 pounds. The combined weight of the paper, pitch, and gravel is 4,475,000 pounds. Should snow fall on the roof to a depth of one foot another weight of 5,182,000 pounds would be added and the pillars would have to bear a total weight of 9,657,000 pounds.

The bolts and rods used in joining the heavy timbers weighed 529,000 pounds.

There are 9,840 feet of 8-inch water pipe under the building to be used only in case of fire. Besides this are service pipes and gas pipes that will make the iron pipes in the building reach four (?)

The hill on which the building was erected is not level, though it appears so. The north end of the building is 20 feet lower than the south end. But so great is the length of the structure that it appears perfectly level.

One hundred and forty-five thousand six hundred and forty-nine panes of translucent glass, each 18x23 inches were placed in the sash in the Palace of Agriculture. It required 10 tons of putty to do this. Were all of the glass made into one piece it would cover a surface of 185,439 square feet, or over four acres.

In erecting the building there were 796 posts, 69 to 67 feet tall, and made by joining and bolting four 10x12 timbers. There were 80 trusess 106 feet long, each weighing 12 tons. There were 536 smaller trusses that weighed seven tons each.

Caldwell & Drake, the contractors who built the Palace of Agriculture, with a force of 750 men completed the frame work of the great structure in 46 working days. Mr. Caldwell says that if the occasion had demanded faster work he could have done it in 30 days.

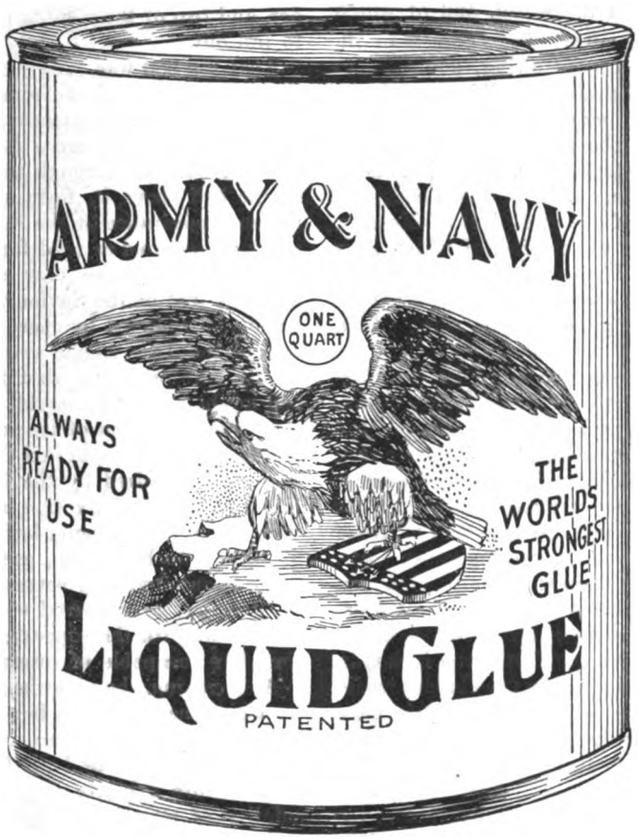
WHAT BURGOO IS.

A Kentucky Colonel Says it is a Cross Between a Soup and a Stew.

"Burgoo," explained an old Kentuckian, "is one of the oldest Kentucky dishes we have. No one knows who first made 'burgoo,' nor does any one know where or how it got its queer name. 'Burgoo' is an out-of-doors creation, and pots of 'burgoo' have simmered over a hot fire in the sun at every big political gathering in the State since Henry Clay was a boy, and years before that, too. It is not only an extremely palatable dish, if you can call it that, but it's very nourising. 'Burgoo' is a cross between a stew and a soup. It is always made in the open air. The 'burgoo' the Blades of Grass ate to-day was very rich.

"How was it made? Well I took a big caldron, put some red pepper pods in the bottom, added some potatoes, tomatoes and corn; then put in half a dozen prairie chickens, as many more tender 'yellow legs,' and a couple dozen soft-shell crabs. I'd have added some young squirrels, but they could not be obtained. When everything is in readiness there is enough water put into the caldron to just make the contents float. Then it is put on the fire. It must be allowed to simmer slowly for six hours and must be stirred constantly with a hickory stick. A hickory stick is best and always used, but another might do as well. When it is nearly done it may be flavored to suit the taste. It is done when the meats are thoroughly shredded, not before. When it is done —Um!" and the veteran's eyes sparkled at the prospect.

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AMERICAN BELLS AHEAD OF ALL OTHERS.

American bells are recognized now in all the foreign countries as superior in tone to any other make. The largest bells have been cast in Russia, China and Japan. The immensely large bells which exist in the world, and of which mention is made in history, have always been objects of interest and wonder. Their existence is owing, doubtless to the tendency which semi-civilized nations exhibit toward displays of magnificence, as also to a religious enthusiasm which in Christian countries regarded the provision of these immense bells for churches, monasteries, etc., as being meritorious in proportion to their size. Both of these considerations tended to the production of the great bell of Moscow, of which every one has heard, at the casting of which it is recorded that the nobles from all parts of the empire were present, vying with each other in the value of the votive offerings, such as gold and silver plate, jewelry, etc., which they cast into the furnace.

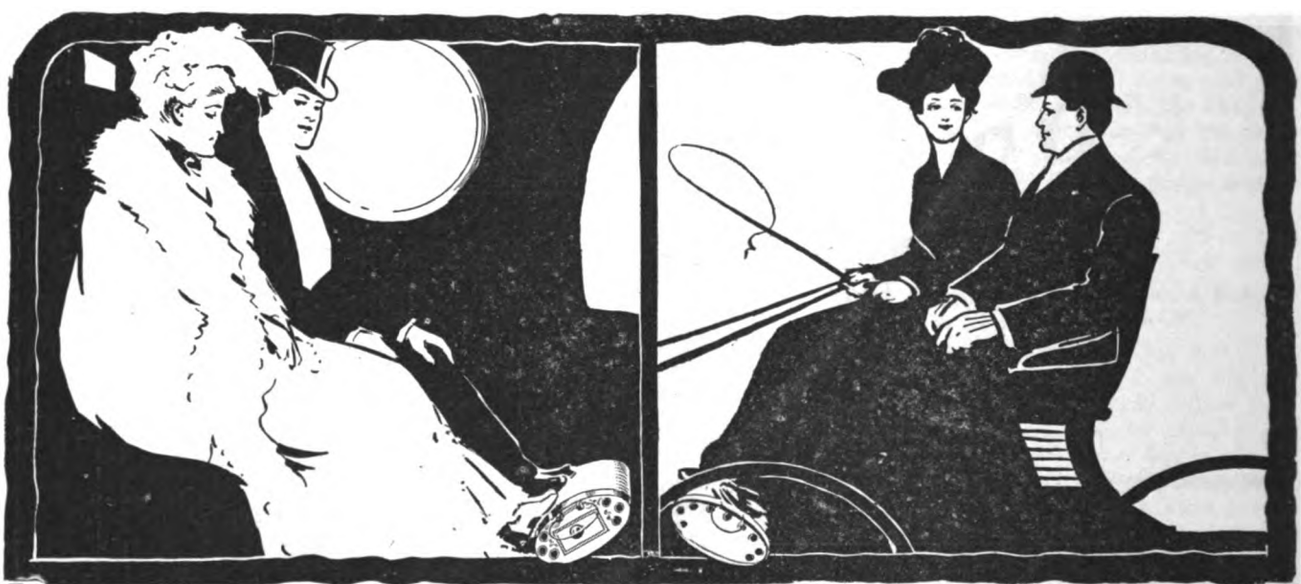
The "King of Bells," it is commonly called by the Russians, stands at the foot of the tower of Ivan Veliki, within the Kremlin, at Moscow, not far, probably, from the spot upon which it was cast from furnaces erected specially for that purpose. It is placed upon a circular wall or base of granite of about five feet in height and four feet in thickness. The grounds and buildings are of immense size, and tend to dwarf its appearance in approaching it from the Redeemer Gate.

It is not until the visitor has obtained a nearer view and measured it by his own size that he is able to realize the extent of its colossal proportions. It measures twenty-two feet eight inches across the mouth, nineteen feet three inches in height, and its thickness at the point where the clapper would strike is twenty-three inches. Its estimated weight is from 40,000 to 440,000 pounds. A nearly triangular-shaped piece of about six feet in height by seven feet at the base, the estimated weight of which is eleven tons, is broken out of its side at the rim and stands upon the ground just below the opening thus formed. Besides this fracture, there are eight cracks, distributed around the remaining portion of the rim at about equal distances, running up from three to seven feet, which cracks can only be accounted for upon the theory that the contraction of the metal upon the inner mould in cooling after casting, hastened, perhaps, by the accidental presence of water in the casting pit, caused it to split asunder, and two of these splits running together caused the piece to fall out.

That the bell was rung—a question which has caused some discussion—is evident from the inscription upon its base. In placing it in its present position it was intended that it should be made to serve as a chapel, with which view an opening was left through the pedestal wall, which with that in the bell above it, form an imposing entrance; but the present appearance of the interior would indicate that it was never consecrated or used for such a purpose. There are several religious figures cast upon its outer surface, among which is that of the Saviour, the Holy Virgin and the Evangelists, surrounded by cherubim. It also bears a representation of the Tsar Alexie and the Empress Anne.

Any opinion as to what the ringing quality of the great bell might have been would, of course, be merely conjectural, but an examination of its proportions shows that it is rather too thick to have vibrated freely, while its tone would have also been impaired by the large quantities of silver thrown into the furnace as votive offerings at the time of the casting; recent experiments having shown that the introduction of silver into bell metal, contrary to poetical conception and popular opinion, only serves to deteriorate its ringing quality, it being, as compared with tin (the usual complementary ingredient with the copper), more of the nature of lead, and therefore incapable of producing a hard, resonant metal.

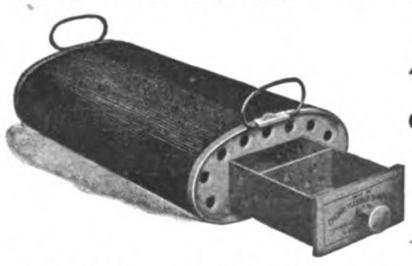
As a casting, the great bell is a specimen of excellent workmanship, the numerous bas-relief figures upon its outer surface, together with its ornamentation and inscriptions, being brought out clear and distinct, while the section shown by the fracture exhibits homogeneousness of composition and solidity of structure. But for an unfortunate scab in the waist marring the outline of the drapery of the principal figure, the casting might be called perfect, an accomplishment



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difficult of attainment, owing to the immense strain and wash of the moulds occasioned by such a mass of molten metal, almost in proportion to the weight of the bell. In fact, judging from the mode of manufacture now employed in the extensive and celebrated Moscow Bell Foundry, it is probable that no improvements in the art of bell making have been introduced in Russia since the casting of the great bell, a remark that will apply, too, for a period of two centuries past, to any country in Europe.

As for improvements in bell mountings, the Russians have no mountings for their bells. They simply suspend them stationarily from beams and sound them by pulling the clapper, so that the effect is that of tolling instead of ringing. All preparations and work, except price of metal, of the great bell of Moscow, cost 62,000 rubles, nearly $47,700. The total cost was about $300,000.

Among other bells noticeable for their size might be mentioned that of Erfurt in Germany, weighing 30,000 pounds, which was cast in 1479, and was long distinguished as being not only the largest but the best in Europe. In Vienna and Olmutz are bells of 40,000 pounds each, cast in the last century; while that of Notre Dame Cathedral at Paris, cast in 1680, weighs 30,000 pounds. The bell of St. Peter's at Rome weighs 17,000 pounds; that of St. Paul's London, 11,000 pounds; that in York Minster, called Great Peter of York, 27,000 pounds; the Parliament House bell, in London, 30,000 pounds; Great Tom of Lincoln, weighing 10,000 pounds, cast in 1680, was long celebrated as the finest bell in England, but becoming cracked was recast in 1885. The celebrated Great Tom of Oxford, which hangs in the tower of Christ Church and strikes 101 times every evening at 9 o'clock, weighs 17,000 pounds and was cast in 1630.

There is a bell in Pekin, China, which weighs 120,000 pounds; it is 14 feet high and 12 feet in diameter. The Chinese formerly made their bells nearly square in shape. At one time it was the custom to make their bells of several pieces of metal welded together, but these necessarily lacked vibration and were useless. The metals used in the manufacture of the oldest bells of which we have any record were the same as those now in use, namely, copper and tin. The long experience of the ancients, as well as the careful tests of later years has clearly proved that these are the only metals capable of producing a proper alloy. The largest bell in America is in the Cathedral of Montreal; its weight is 28,000 pounds. That in the Public Building in Philadelphia is to weigh between 20,000 and 25,000 pounds.

ANCIENT SHEFFIELD.

Attention has recently been drawn to the interesting fact that some of the oldest firms in the world are to be found in Sheffield. One of the cutlery firms was founded in 1609, another—still bearing the famous name of Rodgers—in 1682, and a third traces its operations back without a break to the early days of the seventeenth century. In the heavy metal trades there are many venerable firms. One was established in 1654, and has worked uninterruptedly in the manufacture of iron and steel ever since; several sprang up in the middle of the eighteenth century, and some of the best known manufacturers of the modern heavy forgings, armor, and guns are well on the way to number their years by the hundred.



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HOW FIRES MAY START.

Damp lampblack will ignite from the sun's rays. The same can be said of cotton waste moist with lard or other animal oil. Lampblack and a little oil or water will under certain conditions ignite spontaneously. Nitric acid and charcoal create spontaneous combustion. New printers' ink on paper when in contact with a steam pipe will ignite quickly. Boiled linseed oil and turpentine in equal parts on cotton waste will ignite in a few hours under a mild heat and will in time create enough heat to ignite spontaneously. Bituminous coal should not be stored where it will come in contact with wood partitions or columns or against warm boiler settings or steam pipes. This coal should not be very deep if it is to be kept on storage for a long period. If piled in the basement of a building it should be shallow and free from moisture and under good ventilation. That liable to absorb moisture should be burned first. If on fire, a small quantity of water showered on this kind of coal cokes it and retards any great supply of water reaching the fire, thus necessitating the overhauling of the pile. Iron chips, filings or trimmings should not be stored in a shop in wooden boxes. The oily waste which is not infrequently thrown among them adds to the danger of fire from this source. The sweepings from the machine shop, if kept on hand, should never be placed over iron shavings. This mass of disintegrated iron is enough to incite heat and combustion. Iron and steel filings and turnings when mixed with oil will ignite spontaneously after becoming damp. A steam pipe against wood will cause the latter to ignite spontaneously after being carbonized.—*Cassier's Magazine.*

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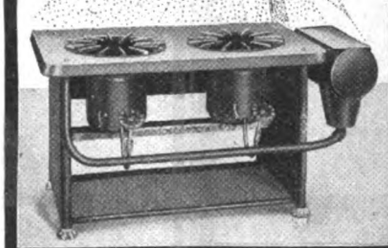
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BILLIONS OF TOOTHPICKS.

Made by Machinery in Maine Chiefly, and by Hand in Portugal and Japan.

Nobody knows how many billions of wooden toothpicks are made and used in this country every year. The aggregate is so enormous as to be practially incalcuable. And to the total of the domestic product must be added the imported toothpicks.

While the output of this industry is so vast, American ingenuity has improved automatic machinery until it requires the employment of comparatively few persons. Ninety-five per cent. of all the toothpicks manufactured in the United States are made from white birch timber in Franklin County, Maine, and yet scarcely more than a hundred persons are employed in the industry in that State. Outside of the State of Maine, the principal factories are in Pennsylvania, Massachusetts and western New York. Some maple and poplar are used in the manufacture of American toothpicks, but white birch is the standard timber in all the factories.

The industry is a very simple one. First, of course, comes the work of the foresters, or lumbermen. In the forests of Maine every winter there are great camps of lumbermen engaged in felling and hauling out timber for various commercial uses. Whenever the foreman of a camp comes across a particularly fine white birch tree he orders it cut down, and the main part of the trunk laid aside to be reserved for the toothpick factories. When enough logs have been obtained, they are sent along down to the boom nearest the factory, whence they are hauled by teams. To show that the vast supply of toothpicks comes from a very small proportionate quantity of timber, it may be said that more than 5,000 cords of wood are used in this industry annually.

When the logs reach the factory they are first stripped of their bark. The logs are then placed on trucks, moving on rails, and pushed up to the automatic machines by which they are cut into veneers. Veneers, as applied to this industry, are thin strips of wood of about the dimensions of an ordinary piece of blotting paper—that is, the strips are about as thick as the toothpicks are intended to be and as wide as the picks will be long Extreme care must be exercised in placing the logs in the machine so as to have the grain run straight in the strips. The veneers are fed into a machine composed of peculiarly shaped and rapidly revolving knives, the edges of which are as sharp as they can be made. This machine works automatically and with tremendous speed, and is so constructed that the finished picks come forth sharpened at both ends at the rate of tens of thousands an hour. It requires only a few weeks for the factories to turn out a supply sufficient to meet the demand for a whole year. Then the factories are shut down again, to remain closed, until the following spring. The wagers paid to American workers in this industry range from $1,50 to $3.50 a day.

Most of the toothpicks made in Maine come from timber that has been seasoned in the open air. Picks of that material retain something of the natural sweetness of the birch and maple and are soft and pliable while retaining sufficient firmness. Kiln-dried wood is apt to result in too much brittleness, causing sharp splinters to break off, which injure the enamel of the teeth. Recently some of the American manufacturers have been putting up tootpicks in miniature barrels highly ornamented by carving or hand painting. These are turned out at the same factories.

The best toothpicks made anywhere in the world come from Portugal. They are whittled by hand from orange-wood to splints by peasant girls, the only tool used being an ordinary jack-knife. These picks are as smooth as ivory and will not break into splinters. They are expensive. The girls who make the picks receive less than ten cents a day. As the duty on the foreign-made picks is only 35 per cent., they can be sold here for less than picks of similar quality could be manufactured in this country, despite the improved American machinery and skilled labor. The profit on American picks is almost exclusively on the cheaper products. Some of the Portuguese picks are highly ornamented with hand carving. They are too expensive for ordinary commerce. Small quantities have been imported into this country on rare occasions for use at notable banquets, or as unique specimens of handicraft.

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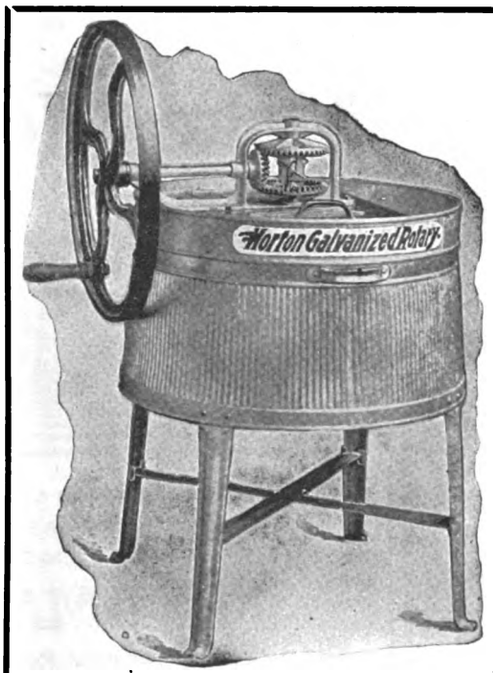
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Next to Portugal, Japan sends the greatest supply of toothpicks to the United States. These are made by hand from fine reeds. They, too, are sold in close competition with the American product, owing to the cheaper labor in Japan. The cases in which the Japanese picks are inclosed are fine specimens of skill with the jack-knife. They are of wood, cut into strips as thin and delicate as tissue paper, but very strong. The cases are ornamented with hand-painted Japanese scenes and are of a size convenient to be carried in the vest pocket. An importer of toothpicks has said that the Japanese picks can be made and sold in the American market, cases and all, for less than the cost of the paper boxes that contain the domestic picks.

ARTIFICIAL PUMICE.

While emery is used for sharpening tools, sand for polishing stones and glass, oxide of iron for fine glass, and chalk and felt for metal ware, pumice is most frequently used for sharpening soft materials. Pumice stone is unreliable, both in grain and hardness. Variations have been noted even in the same piece. This has suggested the idea of replacing it with artificial pumice. Consul-General Oliver J. D. Hughes of Coburg, Germany, reports that the factory Schumacher, at Bietigheim, in the valley of the Enz, has been manufacturing an artificial pumice stone out of ground sandstone and clay for some time, and it is interesting to note to what extent this manufacturer has tried to adapt his products to the various purposes for which they are required. There are on the whole ten kinds, differing from each other in regard to hardness and grain, viz: There is (1) a hard and a soft kind with coarse grain, particularly useful in the leather, wax cloth, felt and wood industries; (2) a hard and a soft kind with medium coarse grain, suited to stuccoworkers and sculptors and particularly useful for polishing wood before it is painted; (3) a soft, fine grained stone for the white and dry polish of wood and for tin goods; (4) one of medium hardness with fine grain, for giving the wood a surface for an oil polish; (5) a hard, fine grained one for working metals and stones, especially lithographic stones; and finally pumice stones with a very fine grain. These artificial stones are used in pretty much the same way as those of volcanic origin. For giving a smooth surface to wood a dry stone is applied, but to give it a fine polish the stone is dipped in oil. For fine work no coarse grained and for coarse work no fine grained stones are used.

NEW IDEA IN PRINTING PHOTOGRAPHS.

A machine which prints photographs at the rapid rate of over 800 an hour is in use for the American World's Fair of next year. It is engaged in turning out prints for the Press Bureau of the Exposition, which sends them to newspapers and other publications throughout the country. The machine is a compact affair in the shape of a small table. Under the top of the table is a small cabinet containing a 500-candle-power electric light which is always in operation. The rays of this light are concentrated upon a sheet of sensitive paper placed in a device on the top. The printing operation is performed by the manipulation of a treadle, which is moved back and forth under the table, and the prints are made almost as rapidly as this can be done. In fact, the speed of the machine is almost as great as a foot-power printing press. The paper used is what is known as developing paper, which is sensitive to artificial light. The machine is fed by hand. The operator puts the sheet in place and drops the lid over it, insuring perfect contact of the paper with the negative. Pressure on the treadle opens a wing shutter under the table, which heretofore protected the negative from the action of the light. A second or two at the most is sufficient for the exposure, and as the treadle is allowed to fall back into normal position the shutter is again closed. Upon raising the lid the paper is projected by a spring attachment, leaving all in readiness for the succeeding sheet. The operators of this machine have become very proficient with this clever bit of mechanism. Recently a record of 846 prints in an hour from the same negative was established. On another occasion, when it was necessary to make prints from thirty different negatives, 1,500 prints were made in three hours. The latter task, under ordinary circumstances, would have required the services of six men. The machine is the invention of F. P. Stevens, who has been a photographer for many years.



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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Baltimore, Md.—The Patapsco Machine & Supply Company has been incorporated to deal in brass and marine Hardware by Charles Tyler, Robert L. Gill, Walter R. Tyler, F. Oscar Reuter and N. Rufus Gill. The capital stock is $25,000.

Boston, Mass.—E. Wesson Adams Co. has been incorporated to deal in Hardware. Capital stock $10,000. Incorporaters: Geo. Frost and E. Wesson Adams.

Canastota, N. Y.—The Mason & Hallagan Company has been incorporated to conduct a general Hardware, stove and plumbing business. Capital stock $10,000. The incorporators and directors for the first year are E. L. Mason and W. H. Patten of this place and J. Irving Hallagan of Utica. The active management of the business will be in the hands of Messrs. Mason and Hallagan. It is understood that the company is planning to commence business in January or February.

Chelsea, Mass.—James Toyer Co. has been incorporated to deal in Hardware. Capital stock $10,000; incorporators:—James Toyer, Edgar Childs and Lilla S. Gonia.

Coatesville, Pa.—Tohn W. Gray will open a Hardware store in the Dunlap Block. Mr. Gray has purchased the stock and fixtures of the Atlantic City Hardware Co. and will remove the same to this place.

Galesburg, Ill.—James Bowton has opened a new Hardware store, with Edward Burner as manager.

Greentown, Ind.—The Greentown Hardware Company has been incorporated with a capital stock of $10,000. Directors: Jacob Stahl, William J. Dawson, Will S. Smith and John Jessup.

Jersey City, N. J.—The Whipple Hardware Company of 57 Montgomery Street, has been incorporated. The company will deal in mechanics' tools, builders' Hardware, ship carpenters' and coopers' tools, cutlery, etc. Capital stock $25,000. Incorporators: Emma Caroline Whipple and Joseph S. Whipple of Jersey City, and George Kirkpatrick of Chatham.

Kensington, Ohio.—Frank Brannan of Canton, will open a Hardware store in the J. Cox Building.

Lincoln, Neb.—The James A. Welton Company has been incorporated with a capital stock of $20,000 authorized and $8,000 paid in. It will deal in farm implements and all kinds of vehicles. James A. Welton of Fremont, who has hitherto been in business in his own name, is one of the incorporators.

Long Beach, Cal.—The Long Beach Hardware Company has been incorporated with a capital stock of $25,000, of which $15,000 has been subscribed. The directors are J. E. Carter, Sr., J. E. Carter, Jr., M. L. Carter, Los Angeles; T. H. Brown and M. Redden, Long Beach.

Mayfield, Ky.—The Carter Hardware Company has been incorporated with $20,000 capital stock.

Moline, Ill.—P. J. Sundberg, has moved to East Moline and has opened a Hardware store in the village in a building he has erected. He is closing out his stock of stoves at 1901 Fifteenth Street.

Oakland City, Ind.—The Creek & Heldt Company has been incorporated. Capital stock $12,000. It proposes to do a general Hardware business. The incorporators are William T. Creek, Humphrey C. Heldt, Walter C. Galligan and John D. Kell.

Old Forge, Pa.—Robert Harding and Joseph Jones have opened a Hardware and tin store.

Paducah, Ky.—The Powell-Rogers Company of 129-131 North Third Street, has been incorporated. The company will do a wholesale and retail business, dealing in farming machinery, wagons, fertilizers and Hardware. Capital stock, $10,000. The incorporators are J. T. Powell, J. E. Rogers of Paducah, and C. A. Rogers of Owensboro.

Palo Alto, Cal.—The Palo Alto Hardware Company has been incorporated. The purpose of the concern is to conduct a general Hardware business. The capital stock is $25,000. All of the directors reside in Palo Alto.

Portland, Ore.—Wallace, Corcoran & North has been incorporated. Incorporators: W. H. Wallace, William J. Corcoran and Henry North; capital stock, $15,000, to deal in agricultural implements, Hardware, wagons and vehicles.

Salisbury, Mo.—D. F. Vincent has opened a new Hardware store in the Erickson Building on East Second St.

Scammon, Kan.—Mackie & Anderson have opened a Hardware store in connection with their line of Hardware they will carry a complete line of furniture.

Stamps, Ark.—The Hardware Lumber Co. of Stamps was chartered today by the State. The capital stock is $50,000, of which $10,000 is subscribed. J. H. Murray is president, Joseph E. Murray, vice-president, and A. S. Johnson, secretary and treasurer.

Red Granite, Wis.—C. D. McFarland and Frank W. Carley have opened a Hardware store under the firm name of Carley & McFarland.

Changes.

Annandale, N. J.—J. H. Britton has purchased the coal, lumber and Hardware business of William Gano.

Correll, Minn.—J. G. Slater has sold his Hardware business to Charles Kollitz.

Davenport, Iowa.—Frank M. Rhodes has secured an interest in the Hoffman Hardware Co. of Los Angeles, Cal.

Garfield, Wash.—Gill & Hall have purchased the Hardware business of J. E. Gwin.

Hutchinson, Kan.—Ed. Collins of Stafford has purchased the Hardware and harness stock of J. C. Sillin.

Kingston, N. Y.—The Hardware stock of I. D. Duryea has been sold at auction.

Louisville, Ky.—The Rankins-Snyder Hardware Company has been sold to the Floyd & Bohr Saddle Manufacturing Company. The two businesses will be merged and will be conducted at the new plant of Floyd & Bohr, 750 to 758 West Main street. The Rankins-Snyder Co. is composed of Mr. R. B. Rankins and Mr. S. O. Snyder.

Millersburg, Iowa.—Partridge Bros. have sold out their stock of Hardware.

Norfolk, Va.—Mrs. C. M. H. Armstrong has purchased the stock of Hardware of the J. B. Armstrong Company, in Commercial Place. The concern recently went into bankruptcy.

Ogdensburg, N. Y.—Charles D. Proctor has purchased the Hardware store of Thomas F. Roach at 2 Lake Street.

Peoria, Ill.—Fred Martens and W. E. Robinson have bought out the Hardware tin and slate roofing business of William Martens, and are ready to conduct business at the same store, No. 225 N. Adams Street.

Pulaski, N. Y.—Frank L. and Ernest W. Potter have purchased the Hardware establishment formerly conducted by Lewis J. Macy. The new firm will be known as Potter Brothers.

Pulaski, N. Y.—Harmon A. Wightman has sold his interest in the Hardware and plumbing establishment on Bridge Street to George W. Douglas.

Quincy, Mo.—F. J. Reagan has purchased the interest held by Mr. Paul in the William H. Paul Stove and Furniture Co. The business will be continued under the name of Kinney & Company.

Savannah, Ga.—The stock of the Johnson Hardware Company was sold at auction to I Kwilecki.

Sayville, N. Y.—Lewis M. Edwards has sold his long established Hardware, tin and stove store on Main Street, this place, to A. S. Fisher, a well-known windmill builder and pipe-setter.

Seattle, Wash.—The Seattle Hardware Co. have increased their capital to $1,000,000; are erecting a new seven-story building which will be 120x233 feet, and in their new quarters they will transact a strictly wholesale business.

St. Charles, Mo.—Ed. S. Walker sold his interest in the Foster & Walker Hardware store to Prof. Altman.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Akron, Ohio.—The Akron Selle Company, capital stock, $100,000, has been incorporated by M. Otis Hower, F. M. Atterholt, F. B. Theiss, E. R. Held and A. F. Berger. They will make all kinds of wood and metal specialties.

Bellevill, Ill.—Quality Stove & Range Company has been incorporated. Capital, $20,000; manufacturing stoves; incorporators, Louis Opp, Henry Ehret, G. M. Jackson, Jr.

Chicago, Ill.—Ajax Forge Company has been incorporated. Capital $250,000; object, manufacturing forging and machinery; incorporators, William W. Evans, Gardner G. Willard and Andrew Hummeland.

Chicago, Ill.—Golden Rule Cutlery Company has been incorporated; capital, $5,000; incorporators, Nels Rylander, A. P. Bengston, L. C. Humphreys.

Chicago, Ill.—Solid Steel Tool and Forge Company has been incorporated, capital $1,000; incorporators H. H. Miner, May Hyde and W. B. Moah.

Fairmont, W. Va.—The Mountain City Stove and Foundry Company has been incorporated to manufacture all kinds of stoves and to carry on general foundry business. Capital $25,000. Incorporators, M. L. Hutchinson, G. M. Jacobs, J. S. Echols, and M. L. Sheets, of Fairmont, W. Va.

Kansas City, Mo.—The Kansas City Wheelbarrow factory company's building in Armourdale has been finished and the factory is now in operation. The new enterprise will employ about 100 men. Wheelbarrows for the South American trade will be manufactured.

Lansing, Mich.—The National Twist Drill & Tool Company of Detroit has been incorporated; capital $20,000. The incorporators are W. H. McGregor, Peter J. Hoenscheid, C. R. Becker, W. H. Warren, A. W. Ehrman, C. J. O'Hara, George M. O'Connor, Otto Reinhardt, Richard M. Watson and John Zeus.

New York, N. Y.—Eureka Stove Fixture Company has been incorporated; capital, $12,000. Directors: H. H. Vollmer, Pohumii Soucek, and Adolph Sandhop, New York.

Patapsco, Md.—The Patapsco Machine and Supply Company has been incorporated for manufacturing and dealing in brass, Hardware, marine and electric specialties and other supplies. Incorporators, Charles Tyler, Robert L. Gill, Walter B. Tyler, F. Oscar Reuter and N. Rufus Gill. The authorized capital stock is $25,000.

Philadelphia, Pa.—The Philadelphia Screen Manufacturing Company has been incorporated to make door and window screens. Capital stock, $100,000.

San Angelo, Tex.—San Angelo Manufacturing Company has been incorporated, capital stock, $25,000; purpose, manufacture of wood, iron, brass, copper, tin and all kinds of metals into goods, wares and merchandise; incorporators: J. R. Copeland, George Richardson, John Findlater and E. R. Jackson.

St. Louis, Mo.—The Walter A. Zelincker Supply Company has bought block 14, Denverside, upon which the company will erect a large warehouse and factory for the manufacture of Hardware specialties.

St. Mary's, Ohio.—The Smith Vehicle and Hardware Manufacturing Company has been incorporated, capital stock, $15,000, by James P. Smith, J. J. Dunn, S. G. Neely, D. F. Mooney and J. Z. Riley.

Wichita Falls, Texas.—The Wichita Falls Implement Company has been incorporated. Purpose, to do a general merchandise business, especially to deal in implements, machinery, etc. Incorporators, W. A. McCutcheon, G. H. Jackson and J. W. Henderson.

Changes.

Akron, O.—A contract has been closed between the J. F. Seiberling estate and a company composed of Pittsburg, Cleveland, Chicago and local capitalists for the purchase of the old Empire mower and reaper works. Cutlery will be manufactured, and 150 hands will be employed at once with probably 400 by the end of the year.

Anderson, Ind.—The extensive improvements at the Anderson, Ind., plant of the American Wire & Steel Company are now complete. About $1,000,000 has been spent on the work, and the plant has been doubled in size. The work was started last March. All of the old boilers have been tore out and replaced with new ones. The gas furnaces were taken out and coal furnaces substituted. The old part of the plant is in full operation it is believed that the machinery will be in place and the new buildings ready for operation about January 1, 1904. They will eventually employ over 1,000 men.

Auburn, R. I.—The Washburn Wire Company of Phillipsdale has purchased the entire raw wrought and in process stock of the John Wales Wire Co. The officers of the Washburn Wire Company are: Eugene F. Phillips, President; E. A. Smith, Vice President; Joseph Rennick, Treasurer and C. R. Remington, Jr., Secretary and General Manager. Mr. George R. Wales, who was president of the John Wales Wire Co., will be connected with the new management in the sales department.

Bridgeport, Conn.—Work is to start immediately on the erection of two additional factory buildings for the Eaton, Cole & Burnham Company, manufacturers of Hardware. One of the structures will be 80x385 feet, two stories high, and the other will be 80x150 feet, two stories high. Both of the structures will be of brick.

Franklin, Pa.—The Grant Tool Works have been sold for $5,000, the purchaser, William J. Bleakley, of Franklin, assuming the indebtedness.

Mill Hall, Pa.—The board of directors of the American Axe and Tool Co., ratify the sale of factories Nos. 5 and 8, of said company, located at Mill Hall, to the Mann Edge Tool Co., of Lewistown, and thus the original Robert Mann factory passes back into the hands of his children and heirs. This deal also includes all the machinery contained in these factories, together with all appurtenances used in the manufacture of axes and tools. The capital stock of the new company will be $200,000, every dollar of which has been taken by the heirs of the late Robert Mann. The A. A. & T. Co. will continue to operate these factories until present orders shall have been filled which will probably be until near the close of the present year. It is also stipulated in the agreement that the said A. A. & T. Co., shall have ten days in which to remove all axes in stock or in process of manufacture.

New Britain, Conn.—The Russell & Erwin Company has moved machinery into its new factory. The building is 175 feet by 50 and seven stories high. It will be used for the bronze Hardware department. The present quarters are overcrowded and the addition will give much needed room.

Pittsburgh, Pa.—The machine tool business of the Pittsburgh Shear, Knife & Machine Company has been purchased by the Erie Foundry Company, Erie, Pa., which concern will hereafter manufacture the tools at its plant in the latter city. The Erie Company intends to increase its facilities and will greatly extend the newly acquired line.

Wilkes-Barre, Pa.—The South Wilkes-Barre Cutlery Works will be enlarged by an addition 65 feet by 33 feet and two stories high. Two new boilers will also be placed in the building.

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No. 1903

Handy Tool Chest

None better made for professional tool users or others.

We make all kinds of Tool Chests, furnished with or without tools.

Our Tool Chests are well known for their durabilty, workmanship and finish.

Are you handling them?

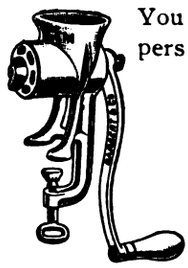
Our Tool Chests make good Holiday gifts for boys', youths' and others.

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MANY GEMS SELL THEN. ARE YOU READY?



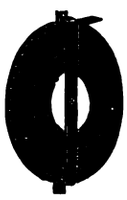
You should put in a full stock of Sargent's Gem Food Choppers because the housekeepers will want them as soon as there is a demand for mince pies. Every season has its calls for the Gem, but within the next few months they will sell fast.

We Will Help You Sell the Gem

By advertising extensively in the publications read by women. By furnishing attractive slips for you to distribute among the housekeepers of your neighborhood so that they will know you sell the Gem. By supplying you with carefully prepared advertisements, electrotyped with your name and address, and ready for use in yonr local papers. These advertisements will constantly remind women that they need the Gem and that you sell it. By including with the choppers attractive show cards to hang about the store—a further reminder that will be seen by all who visit your store.

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BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.

WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.

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HORSESHOE MAGNET HAMMER

WARRANTED.



Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades.

SUPERIOR TO ANY MAGNETIC TOOL HERETOFORE MADE.

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¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *too per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

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Illustrated Catalog on Application. . .

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Baltimore, Md.—The W. J. Hooper Co. has been incorporated in North Carolina to manufacture fishing tackle, nets, twine, etc.

Binghamton, N. Y.—The Sportsmen's Supply Co. has been incorporated. All of the capital stock has been paid in. Incorporators are: James B. Weed, Guy B. Haskell, Louis M. Weed and others.

Deep River, Conn.—W. E. Rutty will open a jewelry, sporting goods and gun store.

East Orange, N. J.—The American Saddle Company, with principal office at No. 76 East Park street, has been incorporated with a capital of $50,000 and these incorporators: Albert Pope, Albert L. Pope, and Paul Walton, all of East Orange for the sole purpose of taking over the saddle factory that has been maintained in Paris.

Pasedona, Cal.—The Graham-Salisbury Hardware Company is a new concern which will carry a line of sporting goods.

Plymouth, Mich.—The Markham Air Rifle Co. has been incorporated with $125,000 capital stock.

Pottsville, Pa.—The Pennsylvania Powder, Dynamite and Fuse Mfg. Co. has been incorporated. Capital stock, $20,000. Its officers will be located in Schuylkill.

St. Louis, Mo.—The Standard Automatic Fire Arms Company has been incorporated to manufacture and deal in fire arms, capital stock, full paid, $2,000. Incorporators, Joseph J. Reitgraber, John T. Hunt, Eugene Devine, H. S. Albrecht, A. Schoellhorn.

Toledo, O.—The Consolidated Manufacturing Company of Arizona, capital $600,000, has been admitted to Ohio to locate at Toledo. The incorporation of this company is preliminary to the proposed consolidation of the Snell Cycle Fittings Company, with certain other manufacturing interests of the city, including the right to manufacture and sell the Yale bicycle.

Toronto, Can.—The Dreanite Explosive Company of Canada has been incorporated; capital stock $200,000, and with its principal offices in Toronto. The manufacture and sale of all kinds of explosives will be the business of the new company.

Utica, N. Y.—The Utica Cycle Company has secured a four years' lease of the corner store in the Odd Fellows' Temple and will conduct a retail bicycle store in that place. The store is to be greatly improved, and the new concern will move in as soon as the alterations are completed.

Washington, D. C.—The Manson Motor Bicycle Company has been incorporated. The incorporators are William S. Coffman, William E. Death, J. H. Vermilye, V. G. Thomas and Elphonzo Youngs; capital stock, $2,000,000.

Changes.

Chester, Pa.—W. R. Trainer has disposed of his stock of sporting goods.

Chicago, Ill.—The effects of the Jenkins Cycle Co. have been purchased by William McDougal, No. 357 No. State Street, and will supply parts for the Napoleon and Josephine machines formerly made by that concern.

Deep River, Iowa—Cornell Bros. have sold their Hardware and sporting goods business to Icenbise & Whitney.

Kewanee, Ill.—S. L. Stebbins & Company have succeeded Scott & Sweet, and will handle sporting goods and bicycles. This is a consolidation of the business of two firms, Mr. Stebbins having been a dealer in sporting goods in the same town.

Marion, Ill.—Duncan & Baker have reorganized as the Duncan-Baker Hardware Company. Sporting goods will be carried.

Middletown, Ohio.—The Eisenhuth Horseless Vehicle Company, which recently purchased the fine Keating bicycle plant is about to resume operations on a scale of some magnitude. In addition to automobiles, motor bicycles will be manufactured.

Mifflenbury, Pa.—Craten C. Rote has removed his bicycle and gun shop from Market Street to the Schoch Building on Chestnut Street. He is carrying an up-to-date line of guns, hunter jackets and outfits, loaded shells and ammunition, etc. Bicycle repairing also attended to.

Minneapolis, Minn.—The Great Western Cycle & Auto Company has removed from its location at First Avenue and Sixth Street to 612 First Avenue. The change was made necessary by a need for larger quarters. In addition to the store, the company has leased a garrage, and they are now provided with all the latest facilities for the proper care and storage of automobiles as well as for repairing and sundry work.

Parker, S. D.—The Roper-Morgan Hardware Company has succeeded M. S. Clark in the Hardware and Sporting Goods trade.

Toledo, Ohio.—W. L. Milner & Company have purchased the photographic supply stock of M. A. Martin.

Wilmington, Del.—David A. Hay and Company have purchased the stock of fishing tackle, nets, twine, etc., formerly owned by F. Taylor, 121 Market St.

York, Pa.—The Rockdale Powder Co. with its plant at Hoffmanville, Md., announces that it will be recapitalized and issue $2,500,000 of common stock and $2,500,000 in bonds. New plants are contemplated in California, Missouri, New Jersey and in the Philippine Islands.

Embarrassments.

Milwaukee, Wis.—A receiver for the bicycle plant of James L. Board, is asked in a bill filed in the superior court yesterday by the Mutual Life Insurance Company, which wishes to foreclose on a bond for $64,000 against Board.

Tyler, Tex.—A petition in bankruptcy has been filed by George W. Beadsley, dealer in sporting goods.

Waverly, Iowa.—The sporting goods store of Carl F. Black, has closed its doors and its affairs are in the hands of the State Bank of Waverly. It is believed the assets will exceed the liabilities.

Worcester, Mass.—Although the doors of the banking house of Winslow & Co. are closed and probably will never be reopened under the old name, the business of the Samuel E. Winslow Skate Manufacturing Company will be continued by Receivers George S. Taft, of Worcester, and Thomas N. Perkins, of Boston.

Miscellaneous.

New York, N. Y.—The common and preferred stocks of the American Bicycle Company have been stricken from the Stock Exchange list.

Scranton, Pa.—J. D. Williams & Bro. Co. have selected Clarence M. Florey as manager of their sporting goods department. He was formerly a member of the firm of Florey & Brooks.

SHOE KNIVES,
Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Cigar Knives, Screw Drivers, etc.
All of unsurpassed quality.



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H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.



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of all descriptions
Midland Brush Mfg. Co.
263 West Lake St.
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Send for catalogue.



THE BROWNIE

Fast up-to-date spring ice skate, with novel device to adjust skate to inside of toe, on any shaped toe. Spring acts on principle of spring board, no lame ankles. Best material, highly nickeled; ask dealer or send $3.50 to Brown Spring Ice Skate Co., Webster City, Iowa.

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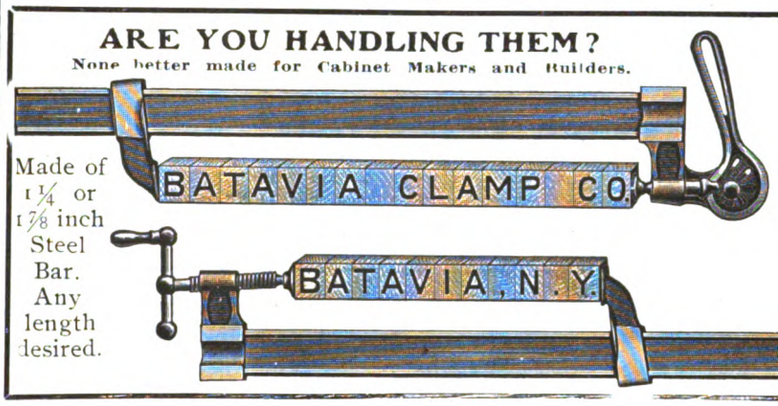
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THE AMERICAN MFG COMPANY,
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MANUFACTURERS OF
SHIPPING TAGS.

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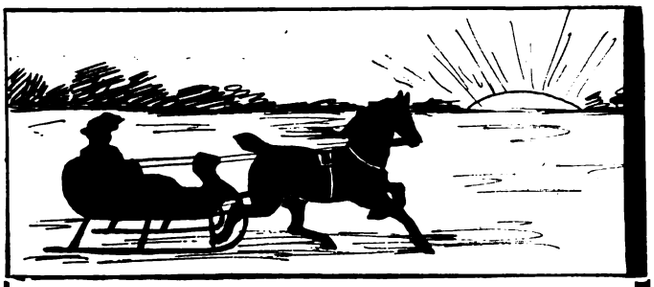
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None better made for Cabinet Makers and Builders.

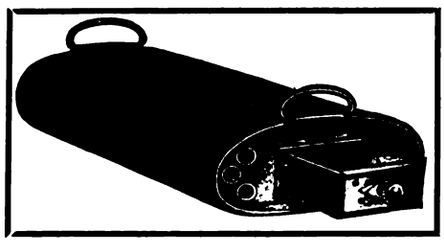


Made of 1¼ or 1⅞ inch Steel Bar. Any length desired.

Send for Catalogue and Price List.



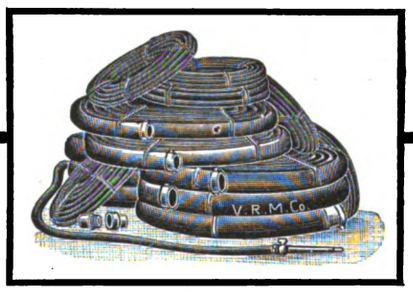
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at
At the Lowest Degree of Temperature
is attained by



The Lehman Heater

Over 200,000 in actual use, sufficient evidence that it fills the bill. Heats any vehicle continuously for fifteen hours, at a cost of 2 cents per day. Unbreakable. Impossible to cause fire. Made ready in a few minutes NOW is the best time to handle them profitably. Write us at once for catalogue, prices and discounts. Mention HARDWARE.

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JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

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We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

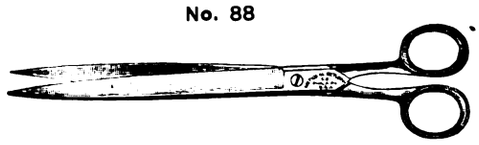
Send for samples for season of 1904 now.

Catalogue and prices on application.

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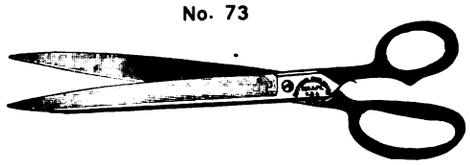
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The Celebrated

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Acknowledged the Best by all Users

and fully warranted

Style C



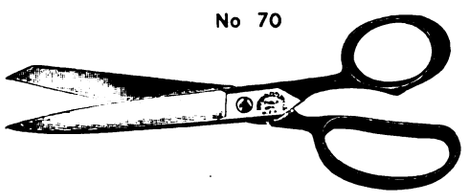
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Pocket "
Straight Shears
Bent "
Desk "
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Dental "

We sell to Jobbers only. Send for catalogue.

National Cutlery Co., PHILADELPHIA, PA., U. S. A.

No 70

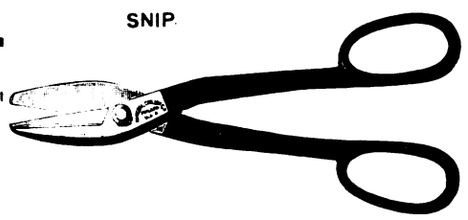


3rd St. & Lehigh Ave.

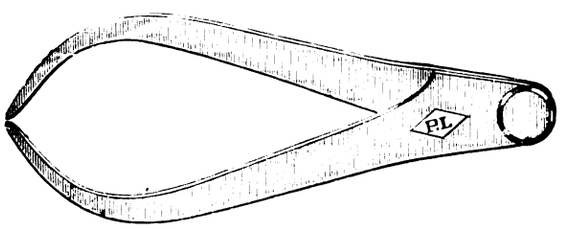
Cushman & Thompson, Agts.

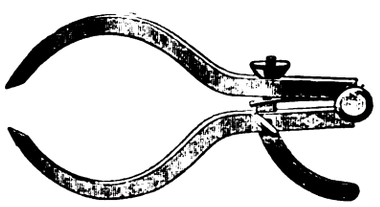
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Aldersgate Bldg.,
Aldersgate Street.

SNIP

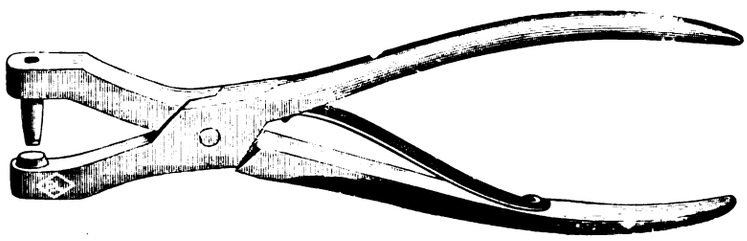


Lowentraut's Tools

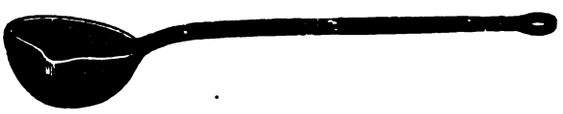




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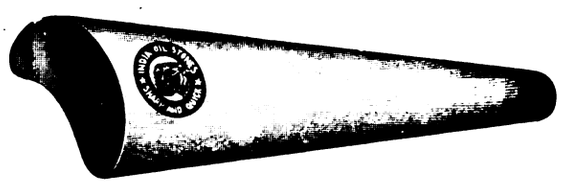
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Pike, N. H., U. S. A.

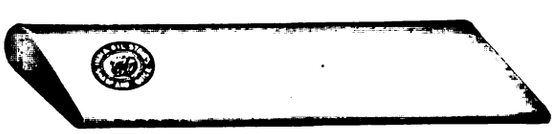
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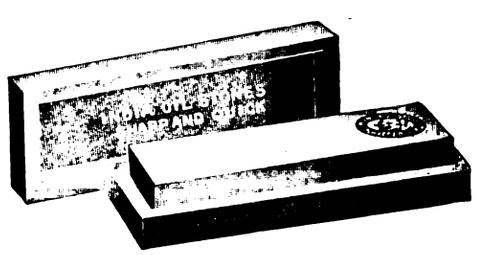
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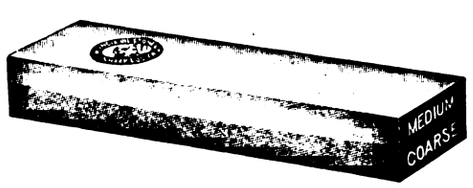
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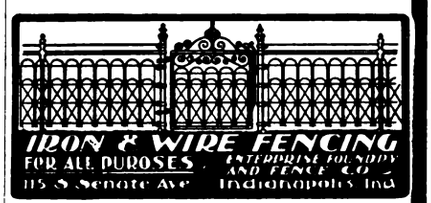
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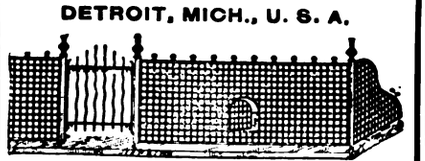
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Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

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SALESMEN WANTED--Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

To Let

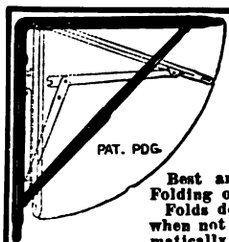
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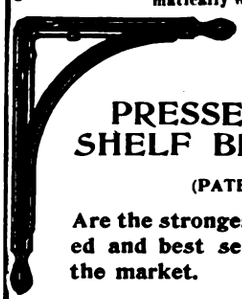
The Coldest Room made Comfortable in 10 Minutes with the
PYRO HEATER



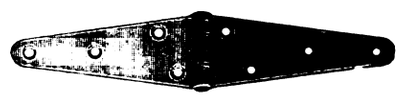
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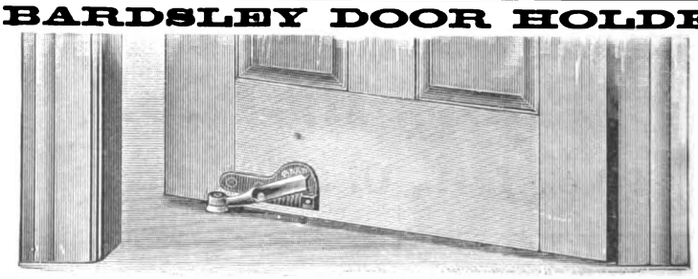


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(PATENTED)
Are the strongest, best finished and best selling goods on the market. :: :: ::



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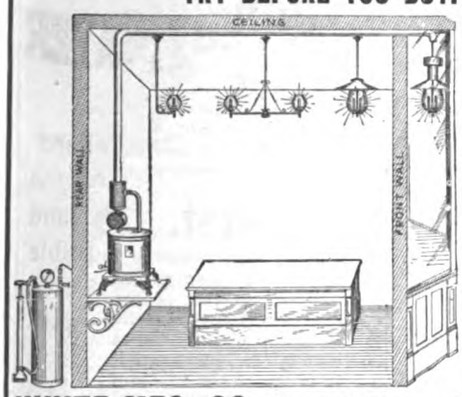


This Cut shows how the Holder appears holding Door open.
Quickly operated by the foot, holding the door at any angle. Write for Catalog.
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To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your Diagram for Estimate. We are manufacturers, not assemblers. Avoid cheap imitators who demand money in advance.

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Sectional view of Carry Comb, showing combination shank brace and rang. Patented May 21, 1895.



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are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

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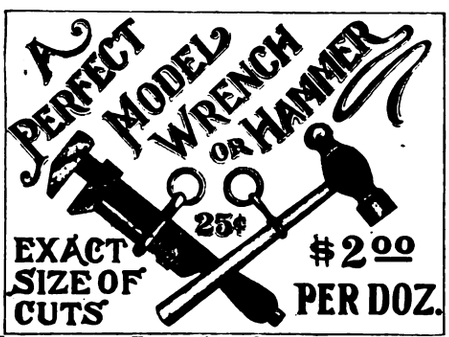
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is achieved with the "EXCERPTA" Coffee Pot. A delicious beverage, clear and fragrant as wine, made instantaneously. Simply pour boiling water through trap and serve. Beautiful. Durable. Practical. Our magazine advertisements are resulting in inquiries from all parts of the country. We would like to refer those from your locality to you. Send for particulars. They will interest you.

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Exact Size of Cut.

Ebony, Ivory, Coral or Amber handle $2.00 per doz. Pearl or Stone handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, on consignment, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

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Made in three sizes and all finishes. . . . . .



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Gasoline Systems, Gas Machines and Lamps are

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Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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ALL KINDS OF SMALL SPRINGS MADE FROM

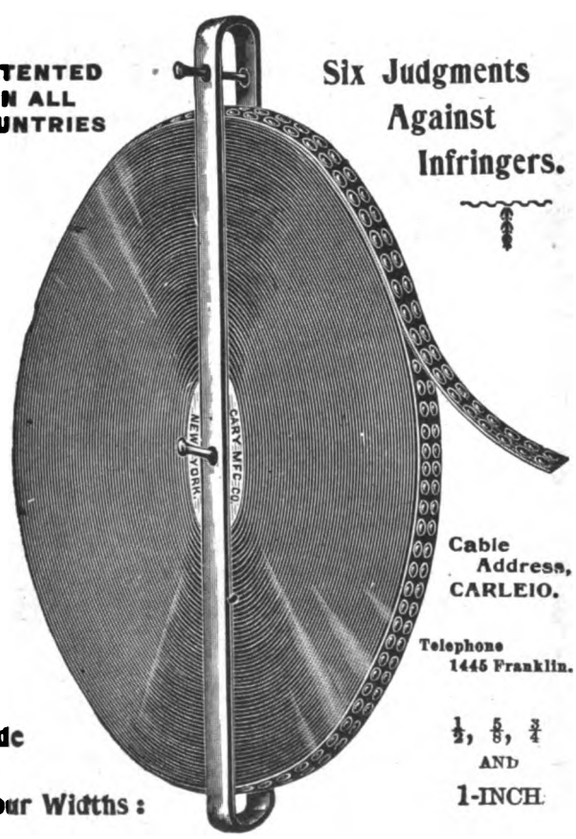
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Six Judgments Against Infringers.



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You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B	60c
G. D	per M 34@ 35c
F. L	per M 40@ 45c
G. E	per M 50@ 52c
Musket	per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M	20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M	20%
All other Primers per M $3.00.	
In ¼ Boxes	20&5%
In 1-10 Boxes	20%

CARTRIDGES—

Blank Cartridges:	
32 C. F., $5.50	10&5%
38 C. F., $7.00	10&5%
22 cal., Rim, $1.50	10&5%
32 cal, Rim, $2.75	10&5%
B. B. Caps, Con. Ball, Swgd	$1 90
B. B. Caps, Round Ball	$1 49
Cent. Fire	25%
Target and Sporting Rifle	15&5%
Primed Shells and Bullets	15&10%
Rim Fire Sporting	50%
Rim Fire Military	15&5%

SHELLS, EMPTY—

Brass Shells, Empty:	
First quality, all gauges	60&5%
Climax, Club, Rival, 10 and 12 gauge	65&5
Paper Shells, Empty:	
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge	35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge	20%
Climax, Union League, New Rival, 10 and 12 gauge	25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)	20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge	33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder	40%
Loaded with Smokeless Powder, medium grade	40&5%
Loaded with Smokeless Powder high grade	40&10&10%

SHOT—

Drop, up to B 25 lb bag	$1.60
Drop, B and larger, per 25 lb. bag	1.85
Buck 25-lb bag	1.85
Chilled, 25-lb bag	1.85
Dust Shot, 25 lb bag	2 25
Markle's Chilled	1 85
Raymond's Chilled	1.85
Sparks Chilled	1 85
Tatham's Chilled	1.85

GUN WADS—per 1000—

B. E., 11 up	$ .60	15%
B. E., 9 & 10	.70	
B. E., 8	.80	
B. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger	$1.70@$1.75
Ely's P. E., 12 to 20	$3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.:	per doz
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's:	per gro.
Invisible, No. 3	$5.00
Perfect, No. 2	7.20
Bolt Holder, No. 1	9.00

Anvils—

American "Horse-Shoe"	9¼c
Arm & Hammer	8¼@8¾c
Eagle Anvils, per lb, net	7¼@8c
Hay Budden, Wrought	9@9¼c
Horse Shoe Brand	9@9¼c
Peter Wright's	10½c
Trenton	9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00	15&10%
Bench Anvils, Phoenix	40%

Augers and Auger Bits—

Boring Machine, Snells	70%
Com. Auger Bits	70@70&10
Forstner Pat. Bits	25%
Ford Auger Bit Co.: Auger Bits, Car, Machine Bits	40@10&10%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 80	40&7½&10%
Nobles Double Spur, No. 82	55&10%
No. 10 Extension Lip	25&10%
Car Bits, No. 10	25&10%
Car Bits, No. 80	40&7½&10%
Ring Augers	60½&10%
Jennings' Pattern	50&10%@60%
Snell's Auger and Car Bits	60%
Extra	60%
No1	60&10%
Swan's:	
Jenning's Pattern Auger Bits,	50@50&10%
Jenning's Pattern Car	40%
Jenning's Pattern Machine	25%
Russell Jennings' Augers and Bits.	25&10&2½%

HOLLOW AUGERS—

Ames	25&10%
Bonney's Adjustable	$10.50@11.00
Cincinnati Nos. 1, 2 and 3	25&10%
Hibbard's Adjustable	Net prices
Ives	25&10%
Millers Falls, Goodell	15&7½&10%
Swan's	40%
Universal, each $4.50	20%

EXPANSIVE BITS

C. E. Jennings & Co.	25&10%
Clark's small, $18	50&10%
Clark's large, $26	50&10%
Ives' Model, per doz. $60	50%
Swan's	60%

DOUBLE CUT GIMLET BITS—

Common, net	$2.75@3.00
German Pattern, net	$1.00@4 25
Mayhew's Diamond per doz. $1.25	40%
Swan's	40&10%
C. E. Jennings & Co	45&10%
Ladds	60&10%
Mayhew's	40&10%
Snell's Bell Hangers	60%

TWIST DRILLS—

Bit Stock	40&10@60, 10&10
Taper & Straight Shank,	60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.	40&10%
L'Hommedieu's	15&10%
Snell's	40&10%
Watrous'	33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com	85c@$1.00
Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch per doz	$1.00
Stanley Rule & Level Handled Brad	30&10%
Patent Pegging	50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:	
No. 10, per doz. $7.50; No. 20, per doz. $10	60%
Brad Sets:	
No. 42, $10.50; No. 45, $12.50	70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Ice Awls	55%
Millers Falls Adj. Tool Holders:	
Nos. 1, $12; 2, $12; 4, $12; 5, $18.	15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles	33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50	30&10%

Axes—

First quality, best brands	$5.50@6.00
First quality, Jobbers' brands	5.25@5.75
Beveled, add 25c. per doz.	
Firemans Bradleys	5%
Ice "	30%
Bradley's wide bit, net	$10.50
Long Island, net	9. 25

HATCHETS—

Hunt's Underhill's or Blood's	40&10%
Plumb's:	
Shingling, etc.	33⅓&5
Broad and Bb'l	33⅓%
Boys Axes	33⅓&5
D. Simmons & Co.:	
Broad, Shingling and Claw, Lath, Hunters', etc	50&5%
Picks and Mattocks	50%

Axle Grease—

Dixons' "Everlasting" Graphite:	
1 lb cans (36 in case)	.15 ea.
2 " " " "	.25 "
10 " firkins (6 in case)	$1.20 "
25 "	2.75 "
50 " kegs	5.00 "
100 " "	9 00 "
200 " ¼ bbls	.08½¢lb
375 400 lb "	.08½¢lb

Balances—

Chatillon's:	
Light Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	50%

Balances, Sash—

Caldwell's	50%
Pullman's	50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National	30%

Beef Shavers—

Enterprise:	
Japanned, each, $7.50	25@30%
Tinned, each, $9.00	25@30%

Bells—

HAND

Extra Heavy Brass	60@60&10%
Light Brass	60&10%
Pure Bell Metal	55@60%
Silver Chime	33⅓@33⅓&10
White Metal	60%

DOOR—

Trip, Gem	50&10%
Alarm, Abbe's	40@40&10%
Alarm, Yankee	50@55%
Gong, Abbe's	40@45%
Gong, Yankee	50@55%
Lever, R. & E. Mfg. Co.'s	55@55&10%
New Departure	45@50%

COW—

Common Wrought	75%
Kentucky	70@70&10%
Kentucky, Sargent's List	70%
Texas Star	30%
Western, Sargent's List	70@70&10%

Bellows—

Blacksmiths'	70%
Hand	25&10%
Moulders'	35&10%

Belting, Rubber—

Boston Belting Co.:	
"Boston"	50&10%
"Imperial," seamless stitched	45&5%
N. J. Car Spring & Rubber Co.:	
Extra Para	40&10%
Reliable	50&10%
Staple	60&10%

Belting, Stitched Cotton—

Sphinx Brand	60%
Competition Brand	70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12 50	50%
Phoenix	50%
Seymour Smith & Sons	35&10%
Miller's Falls	15&10
Weston's	40%

Binder Twine—

	Per Pound
Sisal	11¼c
Standard	11½c
Standard Manila	12c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular	45%
Extension:	
Barber's, per doz. $15.00	45@50%
Ives' per doz. $20.00	60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, per doz. $3.00	33⅓@40%
Excelsior per doz. $10.00	50&10&5%
North's	10%
Zimmerman's	50%

Blind Fastenings and Tenons—

Security Gravity per gr	$9.00
Zimmerman's	50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel	75%
Chisholm & Moore Crane Load Blocks	15%
Cleveland Block Co. Steel	60&60&10%
Eddy's	60@10&70%
Hart's' Steel	50@50&10%
Iron Strapped, Japan'd Sheaves	70&10%
Iron Strapped, Lig Vitae Sheaves	60%
Rope Strapped, Japan'd Sheaves	65&10%
L. V. Sheaves	40%
Lanes:	
Junior, Self Sustaining	30%
Pat. Automatic	30%
Perfect Safety	30%
Stowell, Novelty Block	50&10%
Regular Iron Strapped Blocks	70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c	60&10%
Cast Iron Chain	60&10%
Cast Iron Shutter Bolts	60&10%
Ives' Patent Door Bolts	60%
Wrought Barrel	75@10%
Wrought Barrel Bolts, Griffin's	75&10%
Wrought Square	50@50&10%
Wrought Shutter, Standard list	40&10&10@50&10%
Wr't Sunk Flush, Sargent's list	50@60&10%
Wr't Sunk Flush, Stanley's list	45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list	5&10@60%
Wrought Spring, Sargent's	70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts	65&5%
Machine, Plain Nuts	65%
Carriage, Common	60&10%&10@70
Norway Iron, list Oct. '84	60%
Phila., Eagle, list June 1, '99	60%

TIRE—

American Screw Co.:	
Bay State, Plain, list Dec. 28, '99	72½%
Bay State, Fluted	72½%
Eagle Phila	82½%
Norway, Phila	80%
Common	72½&10%
Norway, Phila	80%
Portchester, Norway	80%
Phila	80%

STOVE AND FLUE—

Flow	60%
Stove	80%

MISCELLANEOUS—

Sink	60

Bone Mills.

Enterprise	25@30%
Stearns	40%

Borers, Tap—

Enterprise	20@25%
Each	$1.25, $1.65, $2.50
Nos	1 2 3
C. E. Jennings & Co.:	
No. 6	33⅓&10%
No. 10	16⅔&10%
Common Ring	30&10%
Ives	35&10%

Boring Machines—

WITHOUT AUGERS—	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
nell's, Rice's Pat.	2.50	2.75
jax		40%
hillips		$4.00 net

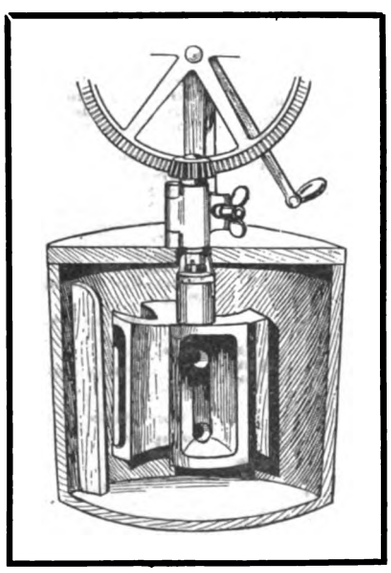
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Butter in a Minute



The One Minute Churn

PROTECTED BY 57 PATENTS



produces the finest quality of granular butter in a minute.

It is the only perfect milk and cream ærator on the market, churning sour and sweet cream in less time than any other churn.

Made of the best material. It's construction is perfect in every detail. All parts interchangeable and carried in stock. Easy to run.

Seven sizes, holding one quart to 13 gallons. For farm and family use.

Write us for our special offer, good for 90 days.

Mention HARDWARE.

Cable Address; "MINUTENESS," New York.

The One Minute Churn Co., Inc.

MANUFACTURERS AND EXPORTERS

I. M. MURPHY, PRESIDENT

9 Old Slip **NEW YORK, U. S. A.**

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....20&10&5%
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works.....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's,.....50&10@60%

Brackets—
Brackets, Griffine Folding.....70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list 66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co..... .25&10%

Bracket Sets—
Millers Falls Co. .. ..33⅓&10%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's..... ℔ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903.85&10@90%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's.....50%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's 40%
Beatty's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
New Haven Edge Tool Co.'s..... 40%
P. S. & W ..... 50@50&5%
Plumbs 33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co..... 25&10%

Butter and Cheese Triers—
Ordinary Black Handle 25%
Humason & Beckley's..... 33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts.....50%
Wrought Brass, list Sept.'96.30@30&10%
CAST IRON—
Loose Joint .... 70@70&10%
Loose Joint, Japanned. ... 70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow..... 50@50&10%
WROUGHT STEEL—
Table and Back Flaps..... 75% | Extra 10% to 10&10
Narrow and Broad..... 75%
Inside Blind .... 75&10%
Loose Pin.....75&10%
Loose Pin, Ball and Steeple Tip..... 66⅔%
Japanned, Ball Tip Butts .70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—
Bemis & Call:
Wing 60%
Double..... ..... 65%
Inside and Outside..... 65%
Straight Leg..... 65%
Call's Pattern, Inside..... ....55%

Can Openers—
American..... ℔ gross, $1.75@$2.00
Goodell's Acme..... ℔ gross, 6.00
Hopper's ..... ℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix ..... 4 %
Sardine Scissors ....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50. .....75&10%
Universal, ℔ doz., $3.00.....50%

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed..... .....70@70&10%
French or Phila. Iron Wheel..... 75%
Martin's Patent (Phœnix) 45%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck .....70&10%
Standard, Ball Bearing..... .45%
Tucker's Patent, low list..... .....30%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American" .....40@45&10%
"Niagara" .....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$8.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain ....
Covert Mfg. Co., Stallion Chain..
} 40%
Galvanized Pump Chain .....4½@4¾c
German Coil, list July24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10& 0%
Oneida Wire Dog Chains.... .45@50&5%
Trace, Wagon and Fancy Chains: New List.....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 80%
COW TIES—
American ....45@50%
Niagara .....45&5@50&10&5%
Covert Mfg. Co.:
Cotton 45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Chain Hoists—
Moore's "Anti-Friction"..... .....30%
Moore's "Direct" 50%

Carpet Stretchers—
Montross' "Excelsior,"...℔ doz., $6.00.....30%
Bullard's..... .....33⅓%
Cast Iron Steel Points.....℔ doz.,...80c
Phoenix 50%
Socket.....℔ doz., $1.75@$3.00

Carpet Sweepers— ℔ doz.
Bissell's "Cyco" Bearing "American Queen"..... $27.00
Bissell's "Cyco" Bearing "Boudoir"..... 27.00
Bissell's "Cyco" Bearing "Ideal" 25.00
Bissell's "Cyco" Bearing "Gold Medal"..... 24.00
Bissell's "Cyco" Bearing "Premier" 24.00
Bissell's "Cyco" Bearing "Prize" 24.00
Bissell's "Cyco" Bearing "Welcome"..... 24.00
Bissell's "Cyco" Bearing "Superior"..... 24.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed 22.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed..... 24.00
Bissell's "Standard," japan trimmed..... 20.00
Bissell's "Standard," nickel trimmed 22.00
Bissell's "Crown Jewel," japan trimmed..... 19.00
Bissell's "Crown Jewel," nickel trimmed 21.00
Bissell's "Cyco" Bearing "Parlor Queen"..... 30.00
Bissell's "Cyco" Bearing "Crystal"..... 36.00
Bissell's "Cyco" Bearing "Grand" 36 00
Bissell's "Cyco" Bearing "Club" 54.00
Bissell's "Cyco" Bearing "Hall" 60 00
Subject to quantity rebates as follows:
3 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Misses"..... 9.00
(Subject to quantity discounts.)
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel..... ..$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ℔ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70.. 16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co 20%
Jennings & Griffin Mfg. Co.
Tanged Chisels .....30&10%
Tanged Gouges ... .40&10%
Tanged Firmers'.... ..... 40%
COLD CHISELS—
Good quality, ℔ lb.....15@18c
Snell's Best C. S.....50&10%
Cronk's..... .....50%

Clamps—
Phoenix:
Mal Screw.....60&5%
" Cabinet..... .....40&10%
" Quilt Frame..... 40%
Adjustable.....50%

Cleaners, Sidewalk— ℔ doz
Challenge Shank $3.25
Star Shank 4.00
Star Socket..... 4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%

Coffee Mills—
Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co 30%
National Specialty Mfg. Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension. 40%
Stevens' "Ideal"..... .. 25&10%
Stevens' "Leader"... .....25&10%
Starrett's Fay's Patent Spring Calipers and Div.....25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers 25%
Rivet Sets 20%
Cold Chisels.....20&5%
Punches 15%
Vises 15%
Inshaves..... .....20%
Barton's ..... .20@20&5%
Beatty's 33⅓%
L. & I. J. White .....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co 33⅓%
Humason & Beckley Mfg. Co.. 50&10%
Samson .....℔ doz $10.00
Williamson's 40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net.....$3.00

Corn Hooks— ℔ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's .....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond..... 40%
Smith's.....25%
Snell's ....½&5%
Wheeler's Patent..... 50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List 20%
Dixons: ℔ gro.
Eclipse .....7 in.$3.75 9 in.$4.88
Emerald 5.00
Oriole 5.00
Rainbow..... 3.12
Solid..... 7.50
Tailors, Black $5.62. Red & Blue$9.00

Curry Combs—
Fitch's List .....net prices
Kohler's 40%
New York Stamping Co. List, Sept. 17, '97..... .....40%
Phoenix.....40%
Perfect.....40%
Rubber, ℔ doz. $7.50.....20&10%
Southington Cutlery Co.'s .....25&10%

Cutlery—
Fosters, Pocket..... .....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) .....40&10%
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's ....33⅓@40%
Columbia.....50&10%
Eclipse ....50&10@60%
Home..... 50&10
Ogden's..... 33⅓@40%

Door Holders—
Empire 50%

Door Springs—
Gem (Coil), list Oct. '95..... 30%
Perfect ....65&10&10
Star (Coil), list Oct. '95..... 30%
Torrey's Rod.....50@50&10%
Victor, Coil..... .....50&10&10%

Drain Cleaners—
Iwan's Adjustable 55%
Iwan's Stationary..... ....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list..... ..... 75&10%
Sargent's List..... 60

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Swan's.....70@70&10%
Jennings & Griffin.....65&2&10%
Ohio Tool Co..... ...70@70&10%
P. S & W.....70@70&10%
Witherby .....70@70&10%
Watrous.....16⅔&10%
L. & I. J. White .....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'..... 60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3 00.15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench..... 30%
Upright, B. & P.....50%
Hand, Goodell's..... 30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

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Massachusetts Hack Saw Blades

NO. 1
All Hard



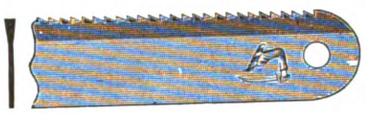
We claim we are the

Largest Manufacturers

OF HACK SAW BLADES

and metal cutting saw specialties in the world.

NO. 3
Concave





NO. 2
Flexible



Get our Special

Introductory Offer

Each and every blade is guaranteed to be equal to the best blade made.

NO. 4
Power Saw

Massachusetts Saw Works

SPRINGFIELD, MASS., U. S. A.

DIAMOND TOOLS



A NICE LINE OF GOOD SELLERS THAT STAY SOLD



CHEAP, WELL-MADE PRACTICAL TOOLS FULLY GUARANTEED.

Springfield Machine Screw Co., Springfield, Mass., U. S. A.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. ..... 25@30%

Egg Beaters—

Keystone 33⅓%
Spiral ..... ₩ gro. $4.25@$4.50
Standard Co. ..... Net prices.
Taplin Mfg. Co. ..... Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb. ..... 10c } 20%
No. 54 to 150, ₩ lb. ..... 10c } 20%
Flour, ₩ lb. ..... 8c }

Enameline— ₩ gro

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Wosterholm's $3.25

Faucets—

Brass Globe Cocks ..... 65@65&10%
Brass Racking ..... 65@65&10%
Compression Bibbs ..... 65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh ..... 65&10@70%
Fin ..... 65@65&10%
Frary's Iron Petroleum ..... 60@60&10%
John Sommer's "Peerless," Tin Key 40%
Jonn Sommer's "Boss," Tin Key ... 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40%
Lanes ..... $40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's ..... 75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files ..... 30@30&10%
Royal ..... 30@30&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acorn 5%
Fulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $56.00
Anto Even Spooler ..... ₩ doz. 30.00
Gun Cleaner ..... ₩ doz. 4.20
Lightening Fish Scaler .. ₩ doz. 3.00
Fish Hook Shield ..... ₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... net prices

Fluting Scissors—

List 40%

Forges—

Boynton & Plummers 60%

Forks—

Geneva:
Two-Tine Hay and Boy ... 50&10&5%
Three Tine day and Boy ..... 60&5%
Sanford Pattern, Two and Three Tines ..... 50&10&5%
Four-Tine Hay ..... 60&5%
Long Three Tine, Grain, &c 65%
Long Four Tine Header, &c 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler 65%
Four Tine Baler 65%
Barley and Grain ..... 60&20%
Champion Hay ..... 60&5%
Champion Manure ..... 60&15&2½%
Champion Header 60%
Four-Tine Manure ..... 60&15&2½%
Five and Six Tine Manure 60&15&2½%
Spading Forks ..... 70&2½%
Potato Digging ..... 60&10%
Baling Press ..... 60&10&2½
Stable and Fish ..... 50&10&5
Heavy—
S gar Beet 50%
V getable Scoop 50%
C oke and Coal 50%
Cotton Seed 50%
Sluice 50%

HEAVY FORKS—

Vegetable Scoop }
Sugar Beet }
Barn }
Sluice }
Cotton Seed } 40&10%
Coal and Coke }
Stone }
Tanners' }
Shaving }
Oyster }

Fruit, Wine and Jelly Presses.

Enterprise ..... 30@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse	$2.00	
Cotton Fuse	2.40	
Single Taped Fuse	3.25	5@10%
Double Taped Fuse	4.20	
Triple Taped Fuse	5.00	

Gate Hinges—

See Hinges.

Gauges—

Semis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc .. 50&10@5&10&10%
Stanley's ..... 20@30&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@30%

Graphite, Lubricating.

Dixon's Pure Flake
633- 1 lb. cans, ... 20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes, ... 15 cts. lb
645- 50 " " ..... 14½ cts. lb
646-100 " kegs, ... 14 cts. lb.
647-350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%
P. S & W ..... 30&10@40
Reading 60%

Gunpowder—

See Ammunition.

Gun ads—

See Ammunition.

Hafts—

Britton's ..... ₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 40&5%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ₩ doz. net $2.50
Maydole's ..... 33⅓&5@40&10%
Phoenix, Tack ..... 40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... 70&2½%
3 to 5 lb ..... 70&12½%
Over 5 lb .....
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25 ..... 35&10%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.
Chisel ..... }
Brad Awl ..... }
File ..... } 25@33⅓
Auger ..... }
Soldering Iron ..... }
Brad Awl ..... ₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@40%
Lane's Covered ..... 50&10 &10%
Lane's Hinge Pattern .. net $7.20 ₩ doz.
Lane s:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75
Cronk's Roller Bearing ..... 60&10%
Cronk's Steel, cov'd, Loose Axle 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard ..... net, $3.85
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1 10 ₩ doz. 50%
Wrought ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley ..... 60&10&10%

Hay Tools—

F. E. Myers & Bro.:
Comb. Car, Double Steel T $7.00
Comb. Car, Wood Track 7.00
Common 6 in. Wood Sheave Pulley Fig. 448 ..... ₩ doz. 3.25
D. H. Fork Steel Regular ... each, 1.00
Double Grapple Fork ... each, 7.00
Double Rail Steel Track, complete with clamps ..... ₩ ft. .20
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... ₩ doz. 4.50
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ₩ doz. 3.80
Floor Hooks, ¾ in ..... ₩ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ doz. 4.50
Hanging Hooks for Double Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in ..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in 1.30
Malleable Frame K. P. Pulleys, Fig. 670 ..... ₩ doz. 4.50
Malleable Rafter Brackets, ₩ doz.
Nellis Fork ..... each, 3.00
New Myers Iron Rod Car 7.00
Reed Wood Frame Pulley with Hook, Fig. 454 ..... ₩ doz. 4.00
Rev. Car., Double Steel Track 7.00
Rev. Car., Wood Track 7.00
Rope Hitch ..... ₩ doz. 3.00
Single Rail Car, Single Steel 7.00
Single Rail Steel Track with clamps ..... ₩ ft. .30
Sprout's Shear Fork, each $1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 3.50
Sure Grip Sling Car, Steel or Wood Track 12.00
Walker Fork, each 2.50
Wrought Rafter Brackets ₩ doz .70
Discount on above, 10%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $10
Iwan's Hay, Imp. Serrated ₩ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw ..... 40&10%
Lightning, from jobbers ..... 60&5%
Wadsworth's ..... 40& 10%

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 3½c. / 14 to 20 in., ₩ lb, 3½c. / 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5%
Heavy Strap Hinges	80&20&10%
Light T Hinges	70&10&5%
Heavy T Hinges	70&5%
Extra Heavy T Hinges	80&20%
Hinge Hasps	40%
Corrugated Heavy Strap	80&20&10%
Corrugated Ex. Heavy T	80&40%

Extra 10% off list

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges. 40%
Barnsley's Patent Checking 15%
Chicago 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ..... 50&10@60&10%
N. B., ₩ doz. $7.50 ..... 60%
N. B., Reversible, ₩ doz. $5.60 ..... 60%
N. Y. State, ₩ doz. $4.80 ..... 60%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ₩ doz. $4.20 ..... 60%

BLIND HINGES—

Baitinger & Berkley ..... 50&25&4%
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity. 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Parker ..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 40&10%
W. H. Co.'s No. 2 Mortise Gravity ... 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.20 ₩ doz. sets. 30&10%

Hitching Cords—

Covert Mfg. Co. 45%
" " " .....
Hitchers Stall 35%

Hoes—

Columbian, Field and Washington Co. ..... 70&10%
Meadow and Rhode Island 70%
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery .. 80&5&12 ..
Street and Mortar ..... 70&10&10 ..
Blackland or Southern Meadow .. 75&5%
Geneva Planters' ..... 75&12½%
Straight Shank Planters ... 75&10&7½%
Mississippi Planters' ... 75&10&7½%
Geneva Cotton ..... 70&10&10%
Ladies' Cotton ..... 75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton ..... 75&10%
Weeding Hoes ..... 66⅔&15%
Turf Edgers ..... 50&15%

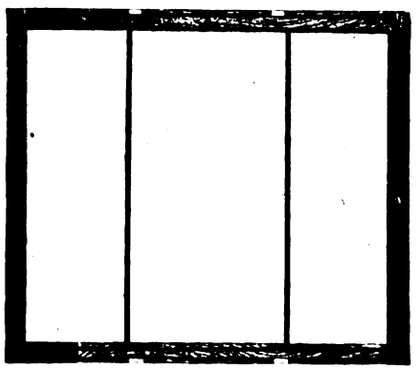
Hoists, Chain—

"Moores'," Anti-Friction 30%
" Hand Hoist 20%

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Flyer Window Screens.

Were Introduced in 1894 and 1895.



All other Screen Manufacturers were obliged to imitate it as nearly as our patents allowed.

Aside from covering the edges of the wire cloth, the **"Flyer"** is now made just the same as ten years ago.

"Flyers" are Standard.

We do not have to change our pattern every year or two. Our customers do not ask it. They are satisfied.

THE SCREEN IS RIGHT, and our patents cover the very simple construction which secures the easy adjustment and holds up the center of the frames so that we avoid the necessity of having a stiff center bar for that purpose.

Our Steel Wire Cloth Binding is plenty stiff enough to hold the cloth in place, but it can be bent, and the screen can thus be kept "Fly Tight." If you cannot bend the center bar or binding, you cannot keep the screen "Fly-Tight" when the cloth commences to "bag" as it will in time. A full line of other patterns of Window Screens and Frames.

Phillips Fancy Screen Doors

are distinguished for their smooth, handsome, hardwood spindles and the fact that the spindles are just right in length, number and location. The embodiment of good taste.

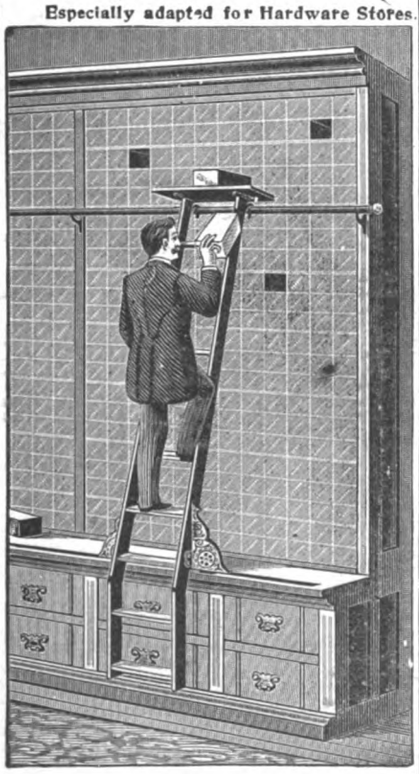
We have a good line comprising cheap, medium and fine grades. Our Door Department has recently been enlarged and improved.

The A. J. Phillips, Co.,

22 Years Experience. **Fenton, Mich.**

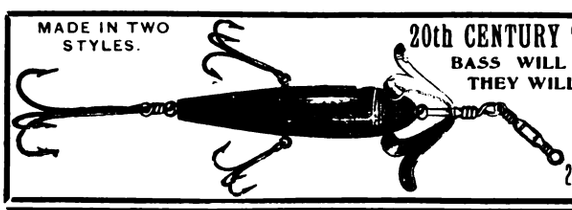
THE BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

MADE IN TWO STYLES.



20th CENTURY "WONDER" FISH SPINNER.

BASS WILL STRIKE THIS BAIT WHEN THEY WILL NOT TAKE A LIVE MINNOW.

JOSEPH E. PEPPER,

Manufacturer of all Kinds of Fishing Tackle.

217 LYNCH STREET, ROME, N. Y.

THE PASTEUR WATER FILTER



Absolutely Germ Proof

Ornamental—Attractive.

Perfect in every detail.

So constructed that ice does not come in contact with the filtered water.

Write for Catalogue and Discounts

MANUFACTURED BY

The PASTEUR-CHAMBERLAND FILTER CO., Dayton, O., U. S. A.

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretzinger Cut-Ezy.....℔ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list..50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....30%
Hammock Hooks, E. C. Stearns, ℔ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c.
See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE—
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50&10&5%
Wire Coat and Hat, Gem....50&10@50&10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....℔ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos. 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Naponset, Nos. 5 to 10, ℔						12c.
Northwestern	24c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....40%
Hemp.....
Jut.....45

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net
Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ℔ doz. $6.00..25@30%
No. 34. ℔ doz. 15.00..25@30%

Jack Chain—
See Chain.
Jacks—
See Wagon Jacks.
Jack Screws—
See Screws.
Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%
Knives—
Ames':
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓&5
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....80%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson Butcher Knives.....net
Knives, Hay and Straw—
See Hay Knives.
Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2.50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz
} 40%
Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead. ℔ gr.....$1.25@1.50
Carriage, Jap.....℔ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net
Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4 00
4 " 5.00
8 " 6.50
} 25%
Latches—
Cronk's Barn Door.....℔ doz. Net, $2.00
Lathe Disc Sharpener—
The B-B Mfg. Co.:
℔ doz., net.....$80
Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6.50	each net

Pennsylvania.....60&10%
Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
℔ doz. $12.00	$15.00	$24.00	30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20
Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00
Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20
Lead Pipe, Etc. ℔ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ℔ doz. $6.50; 2, $3.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3 50
Porc. Lined, Wood.....℔ doz. $5.00 30&10@10%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2[illegible]&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's...50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½, $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R. & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$5	$4.50	$6

Home No. 1, ℔ doz. $22-75.....50&10%
Little Giant.....33⅓&40%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ℔ doz.....30&10@40%

Nos.			
	100	150	
	$15	$18	

Beef Shavers (Enterprise).....25@30%
Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....80%
Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ℔ doz. $30.....40%
Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00
Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ℔ gross....$21.00
" less quantity, ℔ dozen.. 2.00
Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk, ℔ doz.....$9.00
Cyclops.....40&10%
Eclipse.....℔ doz. 18 00, 25&10&10%
Eureka, No. 74.....℔ doz. net $8.50
Eureka, No. 75.....℔ doz. net 8.00
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....℔ doz. 4.25
" No. 3 D.....℔ doz. 3.75
Large,
" No. 2 B.....℔ doz. 4.75
" No. 2 D.....℔ doz. 4.00
Nail Sets

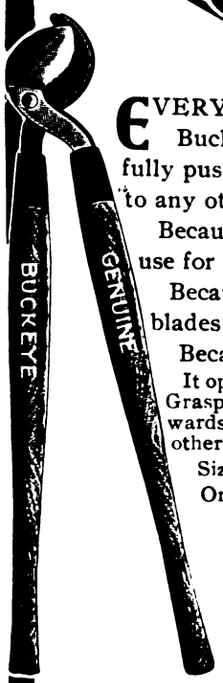
	℔ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....℔ gr... $5 25
Corrugated.....6.75
Knurled.....6.75@7 50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....80.00..20%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5 20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@ 70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe ...20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60 c ℔ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

Write for prices on a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

DONT

Try to force the sale of a poor article, the American people are prosperous and want GOOD things; are willing to pay a fair price for them too.



The "Best Yet" riveter is the BEST thing for the purpose on the market regardless of price.

Ask your jobber for the BEST YET.

F. H. SMITH MFG. CO.,

Five other styles. Catalog for the asking.

CHICAGO, U. S. A.

SPECIAL OFFER

"WHAT THEY SAY:"

CENTURY CASH REGISTER CO. LTD.,
Detroit, Mich.

GENTLEMEN—We now have in use six of your Cash Registers in our various Stores and are so much pleased with them that we take this occasion to write you about it.

We considered at first buying high priced Cash Registers, but upon making a close examination of your Machine we were so much impressed with its merit that we thought it folly to pay an extra price and get no better service.

We shall doubtless need several more Cash Registers and assure you that we will use your brand. Wishing you every success, we are,

Yours very truly,
PEARSON-LINN COMPANY,
Per A. C. Pearson, Gen. Mgr.

TOTAL ADDER CASH REGISTER

CAPACITY, $1 000,000



OFERTA ESPECIAL

Cajas Contadoras de Dinero, Totalizadoras.
Capacidad, $1,000,000.

"LO QUE SE DICE"

CENTURY CASH REGISTER CO., LTD.,
Detroit, Mich.

MUY SRES. NUESTROS: — Tenemos en la actualidad seis de sus Cajas Contadoras en uso en nuestros distintos establecimientos, y nos hallamos tan satisfechos de ellas, que deseamos dirigir à Vds. la presente.

Pensamos al principio en comprar Cajas Contadores de alto precio, pero. después de hacer un examen cuidadoso de su aparto, quedamos tan favorablemente impresionados por sus méritos, que creimos un desatino el pagar un precio más crecido sin obtener mejor servicio.

Indudablemente necesitaremos varias Cajas Contadoras màs y pueden Vds. contar con que compraremos las Cajas de su marca.

Deseàndoles prosperidades, quedamos de Vds. Affmos. y S.S.

PEARSON-LINN COMPANY,
Per A. C. Pearson, Gerente.

In many cases the larger dealers after receiving the first Machine have ordered a sufficient number to equip all departments in th ir places of business. Take for example the Pearson-Linn Co., have seven Centuries in operation in their mammoth Retail Establishment at Danville, Ill.

We are sure you will be equally as well pleased as many others who have accepted our offer.

Please let us hear from you. Every machine sent on 7 days' trial and guaranteed for 5 years.

SPECIAL OFFER--We have a plan for advertising and introducing our machine to new trade which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date, 20th Century Cash Register for VERY little money and on VERY easy terms. Please write for full particulars.

En varias ocasiones ha sucedido que comerciantes de importancia después de poner en uso la primera Caja Contadora, han pedido un número suficiente para proveer todos los departamentos de su casa. Como un ejemplo, presentamos á la casa Pearson-Linn Co., quienes tienen en uso siete Cajas de la marca "Century." en su gigante establecimiento al detal en Danville, estado de Illinois. Tenemeos la seguridad de que Vd. se hallarà tan complacido como lo han estado otros, de haber aceptado nuestra oferta. Celebraremos recibir sus gratas noticias.

Todas nuestras Cajas Contadoras se venden después de un ensayo de 7 días, y se garantizan por 5 años.

OFERTA ESPECIAL--Tenemos un sistema para anunciar é introducir nuestras Cajas Contadoras de Dinero entre nuevos clientes, y hacemos esta oferta, por algún tiempo, á todos los comerciantes acreditados, facilitañdoles así por MUY poco dinero, y en condiciones MUY ventajosas, la acquisición de nuestra Caja Contadora de Dinero del siglo 20. que es la más moderna y de superior calidad. Solicítense pormenores de los fabricantes.

CENTURY CASH REGISTER CO.

656-658-660-662-664-666-668-670-672 and 674 Humboldt Ave. DETROIT, MICH., U.S.A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes ... 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " "
} 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ... 60%
"Excelsior" Plumbago, ... ₩50&10%
Pure Packing "Excelsior" ... 60%
Extra ... 60%

MISCELLANEOUS— ₩ lb
American Packing ... 9c@10c
Cotton Packing ... 13c@14c
Italian Packing ... 10½c@12c
Jute ... 5c@6½c
Russian Packing ... 12c@13½c

Padlocks—
See Locks.

Pares—

APPLE— ₩ doz.
Advance ... $ 4.50
Baldwin ... 5.00
Bonanza ... each 6.50
Dandy ... each 7.50
Eureka, 1898 ... each 20.00
Family Bay State ... 15.00
Improved Bay State ... 36.00
New Lightning ... 7.50
Reading, 78 ... 4.00
Reading, 78 ... 7.00
Turntable, 1898 ... 6.75
White Mountain ... 6.00

POTATO— ₩ dos.
Victor ... $60.00
White Mountain ... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ... $3.17@8.75
Carpenter's, Blue or Red Lead ... 4.00@7.50
Office ... 1.87@7.50
Lumber ... 6 87
Colored Lumber ... 9.00
Black Artists ... 9 37
Colored ... $4.33@7.50
Assortment Boxes ... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ... 60&5
Pipe Hangers, Conductor—
Iwan's, Perfection, Wire ... 50%
Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ... 40&10%
Bench, Second Quality ... 50&10%
C. E Jennings & Co ... 50&10%
Molding ... 33 1-3%

IRON PLANES—
Chaplin's Iron Planes ... 50&10
C. E Jennings & Co., Iron ... 50&10%
Sargent's ... 50&10&10
Standard Tool Co ... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ... 2%&10@25&10&10%
Miscellaneous ... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" ..
Ohio ...
Sandusky ...
} 30&5@30&10&5%
Buck Bros ... 30%
Butcher's ... $5.00@5.25 to 2
C. E. Jennings & Co ... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ... 20&5@25%

Pliers and Nippers—
Button's ... 60&10@70%
Carew's Pat. Wire Cutters ... 25%
Cronk & Carrier:
Pliers.
No. 1 ... 60%
" 20 ... net, $9.00
" 40 ... 70%
" 50 ... 80%
" 65 ... 40%
" 70 ... 50%
" 80 ... 40%
" 85 ... 50%
Wm. Johnson's Gas Pliers ... 66⅔%
Smith's Side Cutting ... 25%
P. S. & W. Box Joint ... 40@40&10%
Lap Joint ... 40&10@50
P. S. & W. Tinners' Cutting Nippers ... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ... 40&10&10
Davis':
Inclinometers ... 20%
Iron Levels ... 25&10%
Disston's ... 70%
Machinists' ... 25%
Pocket Levels ... 70&10@75%
Stanley's ... 40@40&10&10%
Stanley's Duplex ... 20@20&10&10%
Wood's Extension Sight ... 25@25&10%

Poachers—
See Egg Poachers

Police Goods—
Tower & Lyon's ... 35%

Polish Metal—
Prestoline Liquid, New List ... 40%
Prestoline Paste ... 33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ... $ .50
₩ gross ... 4.50
½ lb. boxes, ₩ dos ... 1.25
1 lb. boxes, ₩ dos ... 2.25
U. S. Liquid, 8-oz cans, ₩ doz ... 1.35
₩ gross ... 12.00
Barkeeper's Friend Metal Polish, ₩ doz ... 1.75
₩ gross ... 8.00

Polish, Stove—
Dixon's Plumbago ... ₩ lb
Joseph Dixon's ... ₩ gro. $5.75, 10%
Gem ... ₩ gro. 4 50, 10%

Poppers, Corn—

Round or square,	₩ doz.	₩ gro.
1 qt	$ .75	$ 7 00
1½ qt	.85	9.50
2 qt	1.15	10.50

Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00 ... 33⅓%

Post Hole Diggers— ₩ dos.
Disston's Samson Digger ... $34.00, 25%
Kohlers:
Little Giant ... per doz., net $12.00
Hercules ... " " 10.00
Invincible ... " " 9.00
Pioneer ... " " 7.20
Universal ... " " 18 00
New Champion ... " " 6.00
Rival ... " " 8 00
Ryan's ... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ... 40&5%
Perfection ... ₩ doz. net, $8 25
Split Handle ... " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net ... $6.50

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $5.75
Perfection ... " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ... 75&10&2½%
Hop Hooks ... 60&10&2½%
Potato Hooks ... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%

Smith's:
Pruning Shears ... 6 .. 10%
Rockdale Pruners ... 33⅓%
Standard Tree Pruners ... 75%
S. S. Lee & Co.'s Pruning Tools ... 40%
P., S. & W. Co.'s Shears ... 40%
Waters' Tree Pruners ... 75&10%
Wheeler, M. & C. Co.'s Combination ... ₩ doz., $12.00, 25&10%

Pulleys—
Awning ... 60@60&10%
Axle ... 50&10@60%
Brass Screw ... 45&10%
Ceiling ... 50@10&60%
Clothes Line, Japanned ... 60%
Common Sense ... 60%
Dumb Waiter ... 60@60&10%
Empire Sash Pulley ... 60%
Fox all-steel:
No. 3 2½-inch wheel, ₩ dos. in barrel lots, ₩ poz. 23⅓c
No. 7, in barrel lots ₩ doz ... 23c
Extra for plated finish, ₩ doz ... 20c
Extra for antique bronze bushing, ₩ doz ... 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots ... 50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00 ... 55%
Hay Fork, Harts, 4¼-inch, ₩ dos., $3.00 ... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12 00 ... 40%
Side, Anti Friction ... 50%
Shade Rack ... 45%
Upright ... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' ... 50%
Spray Pumps, Myers' ... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump ... $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump ... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump ... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump ... 17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump ... 15.00
No. 22, Fig. 523, 3 in. Deep Well Pump ... 17.00
No. 50, Fig. 331, 3 in. Shallow Well Pump ... 14.00
No. 60, Fig. 332, 3½ in. Shallow Well Pump ... 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump ... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump ... 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump ... 16.00
No. 102, Fig. 448, 3 inch Lift Pump ... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump ... 11.00
No. 128, Fig. 510, 3 in. Lift Pump ... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump ... 8.50
No. 225, Fig. 389, Windmill Pump ... 12.50
No. 235, Fig. 403, Windmill Pump ... 16 00
No. 240, Fig. 406, Regulator Pump ... 28.00
No. 253, Fig. 518, Low Down Tank Force Pump ... net, 5.00
No. 302, Fig. 477, Spray Pump, complete ... 11.50
No. 320, Fig. 492, Bucket Spray Pump ... 5.00
No. 330, Fig. 547, Knapsack Spray Pump ... 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Semis & Call Co.'s:
Cast Steel Drive ... 50%
Check ... 55%
Spring ... 50%
Morrill's ... 50%
Niagara Hollow ... 45%
Niagara Solid ... 55%
Saddlers' or Drive, good ... 60@65%
Shell's Tinners' ... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat ... 15%
Tinners' Solid, P. S. & W. Co., ₩ doz ... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co., ... 30%

Rail—

Barn Door, Light, 1in.	½	⅝	¾
₩ 100 feet	$1.40	1.65	2.00

Barn Door, "None Better" No. 1, ₩ foot ... 8¾c
Barn Door, "None Better" No. 2, ₩ foot ... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 8c ... 70%
Double Flange, ₩ foot, 8c ... 70%
Carrier Steel Rail, ₩ foot ... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18 ... 3½c
Double Braced ... 3½c
Lane's:
O. N. T. 1 in ... net, $3.00
O. N. T. 1¼ in ... net, 3.75
Stowell's Wrought Steel ... 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot ... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot ... 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ... 10@20%
Victor Track Rail, 7c ₩ ft .. 60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ... 70&10%
Never Break Garden ... 75&10%
Queen City Lawn ... 40%
Kohlers:

	Net
Lawn Queen ... 20,	$3.60
" " ... 24,	3.75
Jumbo Lawn ... 36,	5.40
Paragon (Wood Head) ...	2.85
Steel, Garden 10th ...	2.50
" " 12th ...	2 70
" " 14th ...	2.85
" " 16th ...	3. 0

Geneva Garden and Gravel ... 70%
Geneva Weldless Garden ... 75&15%
*Toy Shank, Steel ... 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall Light Braced Straight ... 70&10%
*Mall. Heavy Sgl. Shank ... 70&10%
*Lawn, No. 1 ... 70&10%
*Lawn, No. 2 ... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's ... 75%
New Nicholson Horse Rasp ... .70&10%
See also Files.

Razors—
Electric ... List net
Boracic ... 60&10%
Fox ... 40%
J. R. Terrey Razor Co ... 20%
Wosteoholm and Butcher, $10.00 to £ ... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ...
White Japanned ...
Bronzed Finishes ...
Electro-Plated ...
Nickel Plated ...
} 70 to 75%
White Porcelain ... 60%
Solid Brass and Bronze Metal ... 50%

Revolving Chimney Tops—
Iwan's Volcaneo ... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ... 50@50&10%
Hose with Burrs ... 50@50&10

IRON OR STEEL—
Tinners ... 70%
Miscellaneous ... 70%

Rivet Sets—
Regular List ... 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ dos.	1.00	.60	.75	.75	.90 cts

Rope—
Cotton Rope, Best. ₩ lb
¼ inch and larger ... 15½c
2d grade, ¼ in. and larger ... 14½c
Jute Rope:
A grade ... 6½c
C grade ... 6
Manila:
7 to in. and larger ... 12 c
⅝ in ... 12½c
¼ and 5-16 in ... 13 c
Sisal:
7-16 in. and larger ... 8½@9½c
⅜ in ... 9@10c
¼ and 5-16 in ... 9½@10½c

Rules—
Athol, Steel ... 33⅓%
Boxwood ... 60&5@60&10&5%
Ivory ... 35&10@35&10&10%
Lufkin's:
Steel ... 50&10%
Lumber ... 60&10%
Miscellaneous, Stanley's ... 55&10%
Starrett's Rules and Straight Edges, Steel ... 25&10

Sad Irons—
ASBESTOS—
Polishing ... 50%
Pressing ... 50%
Laundry ... 45%
Tourist ... 50%
Toy ... 50%

Blacklock:
Plain Black in Cases ... $2.90
Bronze Finished in Cases ... 3.15
Aluminum Finish " " ... 3.15
Full Nickel " " ... 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth	50&10@60%
Garnet Paper	30@30&5%
Sand and Emery Paper	50&10@60%

Sash Balances—
Caldwell Mfg. Co ... 50
Victor Bronze ... 75%
Victor Steel ... 70

Sash Chain—
Competition ... 50&10%
Giant ... 40%
Monarch B. C. Co ... 70%
Royal Metal ... 62½&5%
Steel B. C. Co ... 70&10%
Steel, Copperplated ... 70%
Victor Bronze ... 70%
Victor Steel ... 75%

Sash Cord and Weight Fastener
Ives ... 40%

Sash Cord—
Cable Laid Italian ... ₩ lb 16@18c
Cable Laid Russia ... ₩ lb 13½@14c
Common India ... ₩ lb 9@10c
Patent Russia ... ₩ lb 12½@13c
Patent India ... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 32½@35c
"Samson" Braided Italian Hemp ₩ lb 32½@35c
"Samson" Braided Linen ... ₩ lb 40c
Massachusetts:
White, Cotton ... 22½@24c
"Phoenix" ... 19@22c
Silver Lake:
A Quality, Drab ... ₩ lb 40c, 5%
A Quality, White ... ₩ lb 35c, 5%
B Quality, Drab ... ₩ lb 35c, 5%
B Quality, White ... ₩ lb 30c, 5%
United States:
B Quality ... ₩ lb 18½c
C Quality ... ₩ lb 17½c
White Cotton, Hard Braided ₩ lb 18c

Sash Fasteners.
Ives "Crescent" ... 50%
Sash Rollers ... 70%
Ives Shutter Bars ... 45%
Shutter Sheaves ... 60%
Window Screen Sash Lifts ... 66⅔%

Sash Locks—
Champion Meeting Rail ... 70%
Champion Side ... 60%
Pitch's:
Iron ... 70%
Bronze and Brass ... 66⅔%
Ives' Patent:
Wrought Steel ... 55%
Bronze M. Knob ... 55%
Wrought Bronze and Brass ... 50&5%
Cast Iron ... 60&2½%
Cast Bronze and Brass ... 55&7½%
Payson's Signal ... 80%
Reading ... 60&10&10%

Sash Weights—
Ton lots at factory ... $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ... each $30.00, 20%
Enterprise Mfg. Co ... 25@25&7½%
National Specialty Mfg. Co ... 25%

Saws—
Atkins:
Band 2 to 14 in. Wide ... 50%
Band ½ to 3-16 in. Wide ... 60%

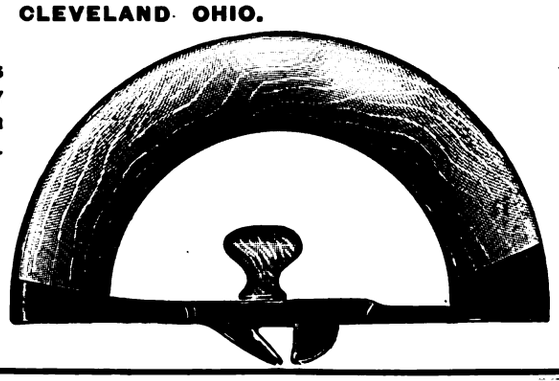
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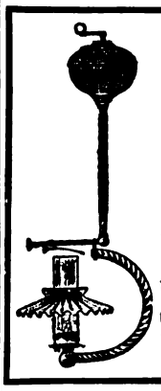
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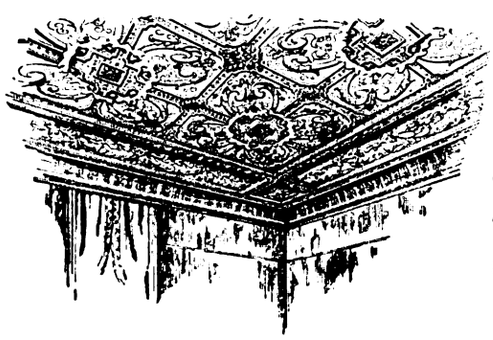
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Sterling Kitchen Saws.....25%
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Circular and Mill.....50%
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Sterling Hack Saw Frames.....20%
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Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%
Saw Filer—
Diston's D8 Clamp and Guide, $30.00 ₩ doz.....35%
Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net
Saw Sets—
Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Diston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $8.50
"Royal".....₩ doz. 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive.....$18.00 ₩ doz. 60%
Scales—
Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%
Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%
Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....₩ doz. $2.50
Screens—
DOOR—
Phillips: ₩ doz.
¼ in., Style E, Fancy Screen Doors.....$10.50
¼ in., Style G, Common Screen Doors.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-F Screen Doors.....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....60&5%
Screw Drivers—
Bruce Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Diston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....₩ doz. $6.00 net
Electric Spiral No. 02.....₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
Howard-Allard.....A1 ₩ doz., $9.00 net; A2 ₩ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ₩ doz. $18.50 net; No. 2 ₩ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....70&10%
No. 10.....75&10%
Nos. 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....35%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C. T. Williamson Wire Novelty Co..40%
Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%
BENCH, HAND, ETC.—
Bench, Iron, ₩ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%
Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%
Scythes— ₩ doz.
Natural Finish, Grass.....$5.00
Polished Blade, Grass.....5.50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00
Scythe Rifles.
3-Foot.....$10.00 ₩ gro. } 40%
4- "....."$12.00 " " }
Scythe Stones.
No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6.00 " " } 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
Seeders—
Raisin, Enterprise.....35@30%
Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....net
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
M. W Co., list July, 1898..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&5%
SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%
Shells—
See Ammunition
Ship Tools.
L. & I. J. White.....25%
Shot—
See Ammunition
Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices
Shutter Bars—
Ives'.....45%
Shutter Bolts—
See Bolts, Shutter.
Sifters, Flour—
Hunter's Genuine..₩ gross, $10@$11.50
Skate Sharpeners—
Eureka.....₩ doz. $1.75; ₩ gro. $18.00
Slaters Tools—
Plumbs.....30%
Slaw and Kraut Cutters—
Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....35@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%
Sledges and Heavy Hammers—
See Hammers.
Slicers—
Vegetable, Enterprise.....35%
Smiths' Bellows—
See Bellows.
Snaps, Harness, &c.—
Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee.....30&5
Snaths
National Snath Co:
Scythe.....45%
Grain Cradles.....40%&12½%
Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%
Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List
SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%
KNIVES AND FORKS NO. 1—
₩ dos. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.
Spring Balances—
See Balances.
Spring Hinges—
See Hinges.
Squares—
Diston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
TrySquare and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10%@75
Steel and Iron.....70&10%@75
Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c.@7c.
FENCE—
Same price as Barb Wire. See Trade Report.
Stay Rollers—
Cronk's, No. 50.....66⅔%
" Nos. 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%
Steels—
Chatillon's "Dicks".....30%
Stock Fountains—
The B-B Mfg. Co.:
"Dewey," ₩ doz., net.....$18
Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....35@30%
PIPE MAKERS—
Holroyd & Co.....75&10@80&10%
Stones—
See Oilstones.
Stops—
See Bench Stops.
Store Door Handles—
See Handles.
Store Ladders—
Lane's.....70%
Myers' Noiseless.....60%
Stove Bolts—
See Bolts.
Stove Polish—
See Polish, Stove.
Sweepers—
See Carpet Sweepers.
Tackle Blocks—
See Blocks.
Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&30%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%
MISCELLANEOUS—
Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....60%
Tack Pullers
Columbia, No. 1, ₩ doz., net.....$1.00
Columbia, No. 2, ₩ doz., net.....1.50
Little Jack.....₩ doz.....1.00

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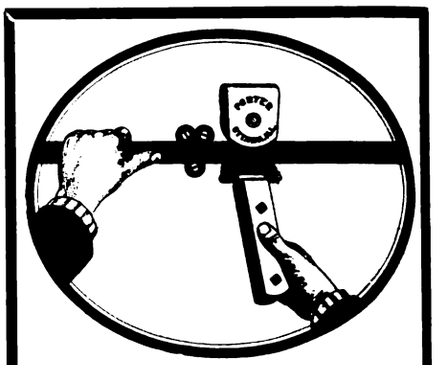
PERFECTED GRANITE ROOFING

IT is a surprising fact that in all instances where fire has occurred in buildings covered with **PERFECTED GRANITE ROOFING** and destroyed the interior, even charing the rafters and roof boards through, that the fire resisting qualities of the roofing prevented the destruction extending to other structures.

PERFECTED GRANITE ROOFING is not only safe but sightly, lasts twice as long as shingles and costs about one-half as much to lay.

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and rough weather if you carry

Blizzard Storm Fronts

The front that closes up a buggy in half a minute. Cleverest, easiest adjusted, quickest selling. Millions read our ads in the popular weeklies, magazines, agricultural papers, etc. People write us all the time asking where they can get these fronts. We'll send inquiries from your locality to you if you handle "Blizzards."

THREE FREE

We will express you prepaid, as a trial order, three Blizzard Storm Fronts on the condition that if you sell them within thirty days you pay us, if not, you return them **at our expense.** Liberal, but risky? No risk at all. **We know** you will sell them and write us for more. **Order today.**



Not a drop can touch you when your buggy is closed up by the
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Fits Any Buggy
Adjusted in 30 seconds without getting out or removing gloves, sides open and close as quickly and easily as a door, large line pocket, guaranteed satisfactory. The large window, 12 x 20 inches, is a pliable transparent material that won't break. Rubber Cloth, $3.00; Heavy Rubber Cloth, $3.50.
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American Arees' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓&40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....85%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to ⅛ in. inc.....65&10%
3 1-8 to 3 in. inc.....40%
3 1 8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&20%
Pipe. 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

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Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

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See Clippers.

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Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓&5%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304, ₩100.....net. $14.00
Payson's:
Balance, Iron List.....30%

Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
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GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@45&5%
Victor.....75%@7%&5%

MOUSE AND RAT—

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Metallic Mouse.....50%
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Mouse, Round Wire, ₩ doz...$1.00, 10%
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No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; ea of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1, ₩ gro., $15.00; No. 2, ₩ gro. ...net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

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Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden..35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mal. Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓&5%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&10%
Coachmakers.....33⅓&5%
Saw Vises.....Net
Pipe Vises.....Net
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Snedliker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

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Bonney's Nos. 1 & 3.....40&10%
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Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders.

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

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Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....35&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List.....35&10%@35&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ...67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. $1.15@1.35

Wire Rope—

New List July 1, 1899.
Bright.....40&5½%
Cast Steel.....30%
Iron, Galvanized, add 10 per cent to list.....35&5½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10@60%
Alligator.....65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright.....50%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 38c
Linseed, City, Boiled, in barrels, ₩ gal. 40c
Out of Town on Spot.....₩ gal. 36c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....67c
Lard, Extra, No. 1.....54c
Lard, No. 2.....44c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 5½@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7¼c
In lots of 500 lbs. and over...₩ lb. 6¾c
White Lead, Eng., in Oil..₩ lb. 7¾@9½c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....$1.40
In bladders.....2.40
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12½ lb.....2.50

Spirits Turpentine—

In regular bbls.....59 @59½c
In machine bbls.....59½@ 60c

Dry Colors—

	₩ lb.
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 5½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	33	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

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Walworth Mfg. Co., Boston, Mass.

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Charles Austin Bates, New York.

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John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.

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Warren McArthur, Chicago, Ill.

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Peters Cartridge Co., Cincinnati, O.,

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Iowa Farming Tool Co., Fort Madison, Iowa.

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Magnolia Metal Co., New York.

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Alfred Field & Co., New York

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Sargent & Co., New York.

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Bruce & Cook, New York.
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Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

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Geneva Tool Co., Geneva, O.

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Chandler & Farquhar, Boston

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Copper, Sheet.
Bruce & Cook, New York.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.
C. T. Williamson W. N. Co, Newark, N. J.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Counselors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream Separator Faucets.
Clark Novelty Co., Rochester, N. Y.

Curled Hair.
Beeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Cutlery, Pocket.
John Chatillon & Sons, New York
Jos. Rodgers & Sons, Sheffield, Eng
Voigt, Starr & Co., New York.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cut-Offs, Rain Water.
Cooney & Geiger, Indianapolis, Ind.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Bridgeport Hardware Mfg Co Bridgeport, Conn.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Discount Books.
Hardware Publishing Co., New York

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drilling Attachments.
Silver Mfg. Co, Salem, Ohio.

Drill Presses.
Silver Mfg. Co, Salem, Ohio.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Eaves Trough Hanger.
Iwan Bros., Streator, Ill.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Geneva Tool Co, Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Jones Iron Works, Buffalo, N. Y.
Van Dorn Iron Works Co., Cleveland, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
American Filter Co., Milwaukee, Wis.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Extinguishers.
John Bassimer & Sons, New York.

Fish Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Fishing Reels.
A. W. Bishop & Son, Racine, Wis.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Arms
Conn.
Walworth Mfg. Co., Boston Mass.

Gasoline Lamps.
Standard Gas Lamp Co., Chicago, Ills.
White Manufactnring Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Sun Stove Co, Detroit, Mich.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Water Cooler.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison., Ia.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Granite Roofing.
Eastern Granite Roofing Co.. New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Fred. D. Bischoff & Co., Chicago, Ills.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Iwan Bros., Streator, Ill.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Harness Dressing.
Frank Miller Co., New York, N. Y

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny Pa

Hay Carriers
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Knives,
Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baitinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co, Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co, Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H. C. H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ills.

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts
E. L. Ruggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Pitmen.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Cracks
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport Conn.
Voigt Starr & Co., New York.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt Starr & Co., New York.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers,
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co, Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
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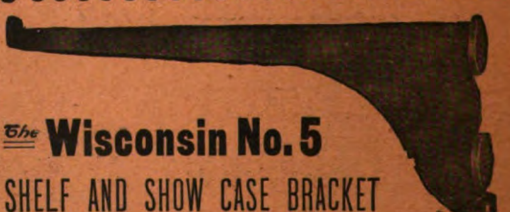
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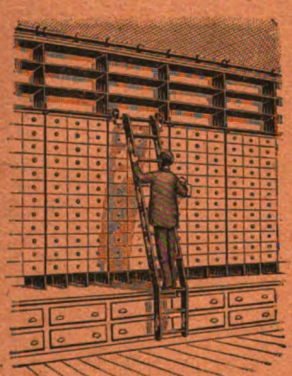
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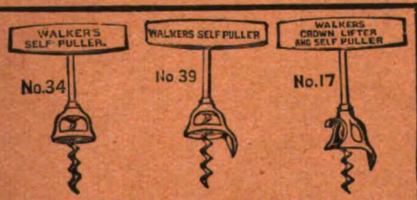
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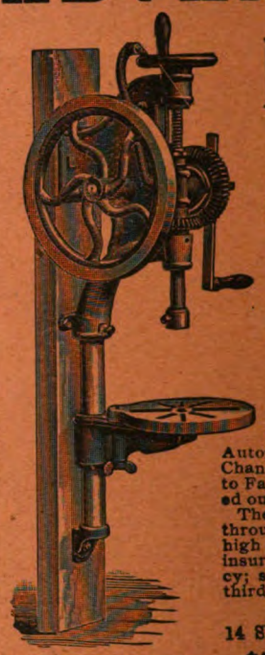
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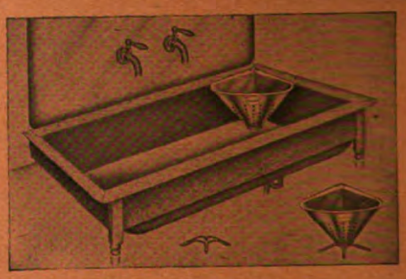
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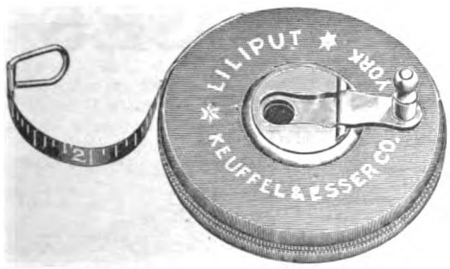
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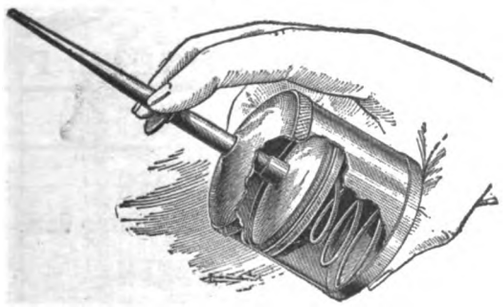
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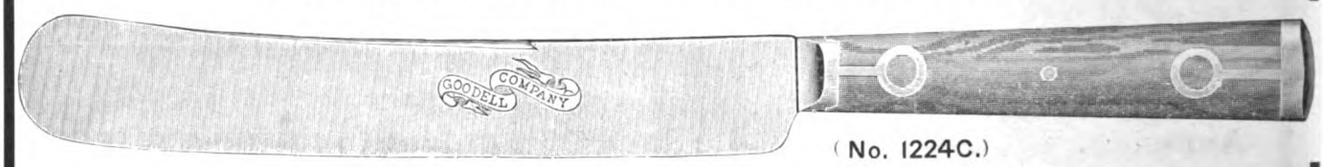
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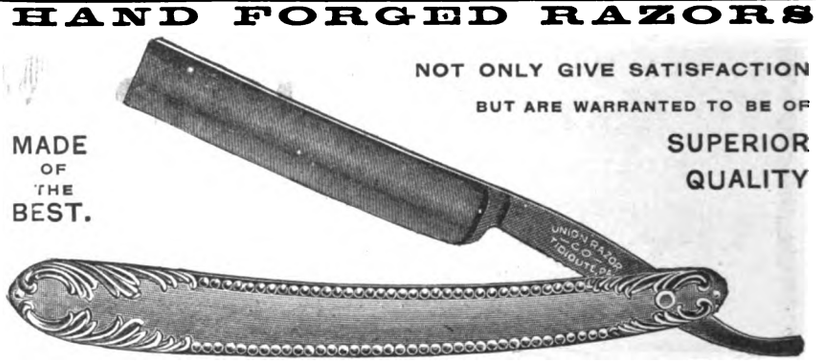
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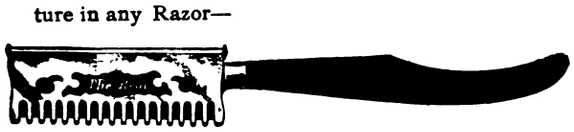
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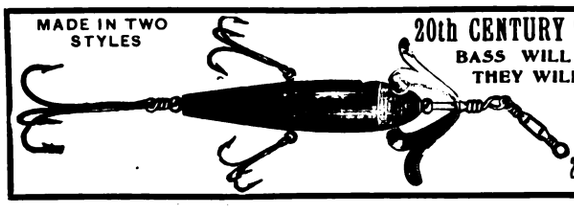
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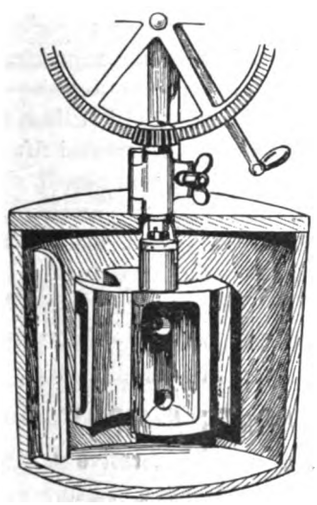
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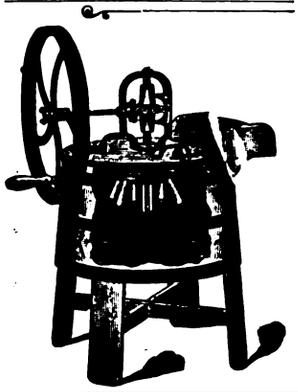
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THE HORTON GALVANIZED ROTARY WASHER NO. 9

Built of steel throughout and heavily galvanized.
Lighter and stronger than wooden machines.

IT SPEAKS FOR ITSELF

For sale by all jobbers.
Send for catalog of our complete line.

HORTON MFG. CO.
FT. WAYNE INDIANA

JAPANESE SWORDS.

The blades of Japanese swords are formed of a metal prepared from magnetic iron ores and ferruginous sand. The steel is produced in the form of thin laminæ, and the workmen commence by fixing one of these to the end of an iron rod, which serves as a handle. To this are soldered other sheets until the mass has a length of six to eight inches, a width of two inches and a thickness of one-quarter to four-fifths of an inch. This bar, brought to a white heat, is doubled upon itself and hammered until it has taken its original dimensions. This process is repeated fifteen times. Four similar bars are then soldered and heated, this operation being repeated five times. By this process the superimposed layers of metal become so thin that a sabre is estimated to contain at least a thousand sheets of metal. Sometime alternate layers of iron and steel are soldered together, and thus the blade presents a veined appearance.

A CLEVER ADVERTISEMENT.

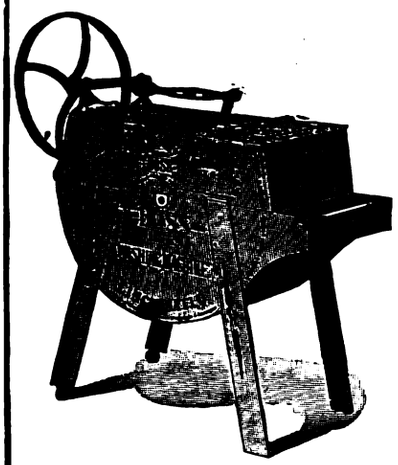
At the recent convention of the State Federation of Women's Clubs, held in Grand Rapids, Oct. 13th, 14th and 15th, on the last day of their meeting the delegates were presented by the Bissell Carpet Sweeper Co. with an elegantly-gotten-up souvenir in the form of a toy sweeper. It required 260 of these souvenirs to supply the delegates, and it is evident that from an avertising standpoint the Bissell Company struck upon a very happy and effective way to make an impression upon the ladies of the convention in carrying their name into hundreds of enlightened homes throughout the State of Michigan. The souvenirs were especially prepared for the occasion and bore the following inscription in gold letters:—

"Michigan State Federation of Women's Clubs,
Grand Rapids, Mich.,
October 13, 14, 15, 1903.
Compliments Bissell Carpet Sweeper Co."

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BOSS WASHERS

Eleven Different Styles



—OUR BRANDS—

Boss External Gear Washer
Boss Internal Gear Washer
Boss Corrugated Cylinder Washer
Improved Globe Washer
Boss Rotary Washer
Dietz Spiral Rotary Washer
Champion Rotary Washer
New Standard Champion Washer
Standard Perfection Washer
Banner Washer
Uneeda America Round Washer
Cincinnati Western Square Washer

Cut illustrates our "Boss" External Gear.

Catalogues mailed free to all applicants.

ADDRESS:

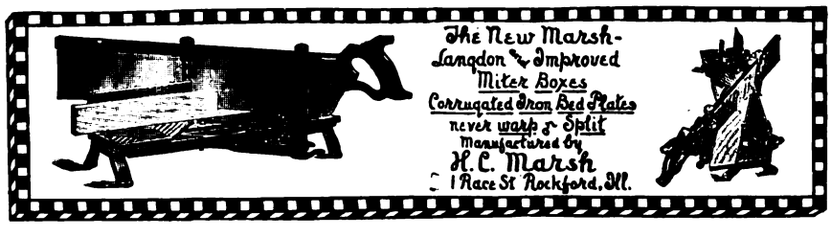
BOSS WASHING MACHINE COMPANY,

Station H., CINCINNATI, OHIO.





SURE GRIP BROOMHOLDER
A positive holder for Broom Dusters, Mops, etc. Strongly made and nicely finished in Black Baked Enamel, packed one dozen in paper box, 12 boxes in wood case, weight 3½ lbs. per doz., 50 lbs. per gross.
PRICE 10 CENTS.
Sample mailed, prepaid, 10 cts Mfg. only by **Matt. Redlinger, Freeport, Ill.** Mfg. of Hdw. Bar and Brewery Specialties.



HAVE YOU SEEN THE B. B. Rotary Washor?



It is the simplest, most durable and easiest running machine on the market. We also make the Brammer Rotary, Schroeder Rotary, Great Western and Columbia Washers. Ask your jobber for them or write to

Benbow-Brammer Mfg. Co.,
ST. LOUIS, MO.



THE OCEAN WAVE WASHER

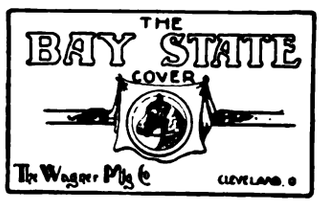
SATISFIES
OVER
ONE HUNDRED THOUSAND IN USE
WE SELL TO ONLY
ONE DEALER IN EACH TOWN
WRITE US
Once sold it "Never" comes back
Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
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THIS IS THE COVER **THESE THE BRANDS**







Specially Prepared Brown Waterproof Duck Horse and Wagon Covers

The Wagner Mfg. Co.

CLEVELAND, OHIO

From Margam Forge, Glamorganshire, South Wales, to Martin's Ferry, Belmont Co., Ohio.

MF

Note the Coincidence:

The most favored brand of roofing tin, the MF which originated at Margam Forge in South Wales about sixty years ago, is now being produced by the American Tin Plate Co. in its works at Martin's Ferry, Ohio.

At the Martin's Ferry Works the MF old style process has been combined with the "New Method" of finishing Terne Plates. The result of this happy combination has been the U. S. Eagle N. M.

Ask W. C. Cronemeyer, Agent, 1211 Carnegie Building, Pittsburg, Pa., for our new booklet which teems with useful information.



AMERICAN TIN PLATE CO., Battery Park Building, New York.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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SUGAR KETTLES.



6 to 35 gallon size.
Weight 24 to 95 pounds.

ENGLISH POTS.



Made in sizes from 1 to 20 gallons.
Weight 5 to 69 pounds.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

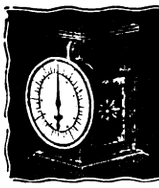
BLACKLOCK FOUNDRY,

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DIXON

WE have an experience covering seventy-six years in the manufacture of graphite products. We make and sell every article which can be manufactured from graphite, using either the product of our own graphite mines or graphite of our own importation. In other words, using the proper graphite for the purpose. For general information in regard to any of our products, ask for booklet 54 K.

JOSEPH DIXON CRUCIBLE COMPANY, JERSEY CITY, N. J.



PELOUZE SCALES

ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 LBS.
No T 90 WITH TIN SCOOP.
No 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

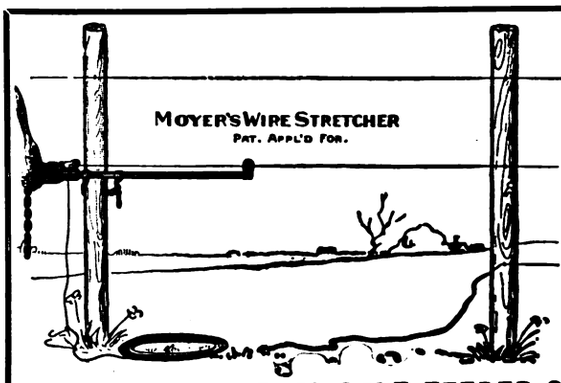
THE FANNER MFG. CO.,

CLEVELAND, OHIO.



LITTLE GIANT
GAS STOVE.
Plain or Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.



MOYER'S WIRE STRETCHER

Pulls the Wire 10 Inches Past the Post . . .

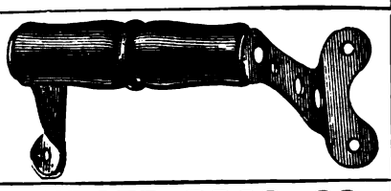
No loose wire after removing the stretcher. No danger to the operator from wire breaking. New roller clutch cannot slip on the wire. Five times the leverage of ordinary wire stretchers. Just the thing for woven wire fences. An absolutely new device for splicing broken wire; you splice the wire and then stretch the splice and the wire is as tight as before it broke.

Write for particulars.
Agents wanted.

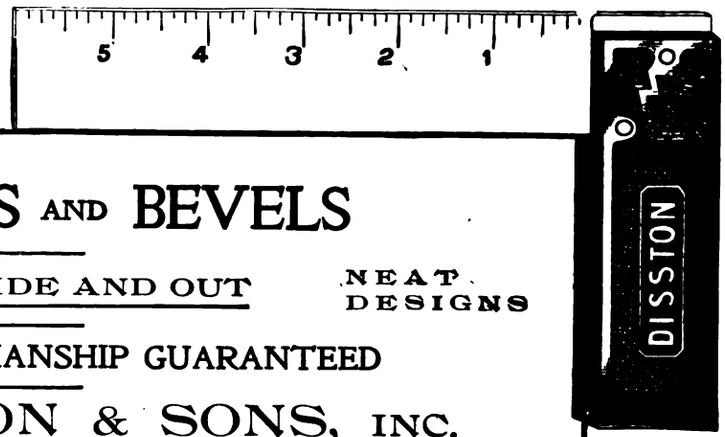
WOOD BROS.' STEEL SELF-FEEDER CO., Sole Manufacturers, DES MOINES IOWA.



SOLID GERMAN SILVER. **Trims, Files, Cleans,** keeps the nails in perfect condition. A quick seller. Pays the dealer a liberal profit. Ask your jobber or write to KLIP-KLIP CO., 572 Clinton Ave. S., Rochester, N.Y. Retails at 25c

Something New	**KEYSTONE BOILER HANDLE**	Every One Guaranteed
THE HIGHEST IN QUALITY		WRITE FOR PRICE
Send for Free Sample	**BERGER BROS. CO.** MANUFACTURERS PHILADELPHIA	Two Styles Round and Square

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DISSTON SQUARES AND BEVELS

IRON STOCKS
STEEL BLADES

SQUARE INSIDE AND OUT

NEAT DESIGNS

QUALITY AND WORKMANSHIP GUARANTEED

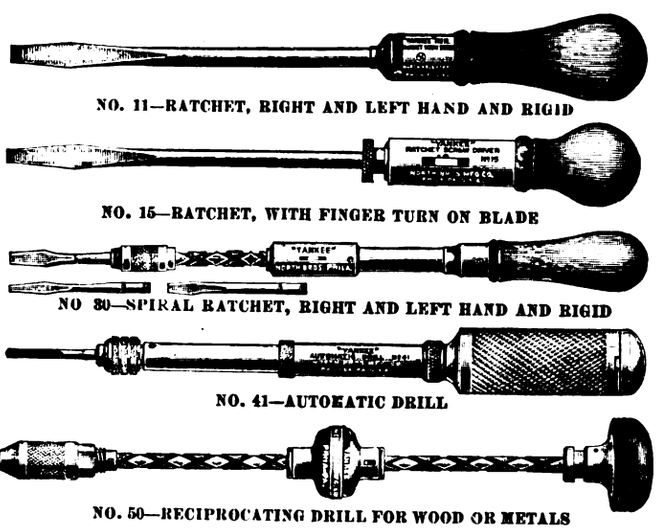
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KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them. Send for "Yankee" Tool Book



NO. 11—RATCHET, RIGHT AND LEFT HAND AND RIGID

NO. 15—RATCHET, WITH FINGER TURN ON BLADE

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NO. 41—AUTOMATIC DRILL

NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

FRANK MILLER'S Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,

349 & 351 WEST 26TH STREET, NEW YORK.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND.

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
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Consult the Molder and you will handle the

DOBSON MOLDERS' TOOL

Est'd 1886
WM. DOBSON
Canastota, N.Y



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ARMSTRONG'S

Hinged Vises.

Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

The Armstrong Mfg. Co.,

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.



Williamson's Cork Screws

Satisfy the Consumers

CONSTRUCTION IS SIMPLE
ACTION IS SWIFT
RESULTS ARE SURE

Do you sell them?

MORE THAN 75 VARIETIES TO SELECT FROM . . .

C. T. WILLIAMSON WIRE NOVELTY CO.

3738 Mulberry St., Newark, N. J.

ESTABLISHED 1836. **ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

MESSRS. JOSEPH RODGERS & SONS LIMITED,	Best Cutlery in the World
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MR L HUGONIT TISSOT,	Best Plyers, Nippers, &c. in the World.
MESSRS. T U S SHEAR CO-OPERATIVE SOCIETY, LTD.,	Best Sheep Shears in the World
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

We Solicit Correspondence

regarding the manufacture of hardware specialties. We have facilities to make any kind of hardware article. We will manufacture on contract on a royalty or will buy patent outright.

DU MONT TOOL CO., BUFFALO, N. Y.

Learn Advertising

There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced employees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for himself a place in the advertising world.

Many of those who have followed my instructions now hold positions with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of another large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Literature. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual advertising business. It is therefore the most practical course. "A Business Course for Business Men."

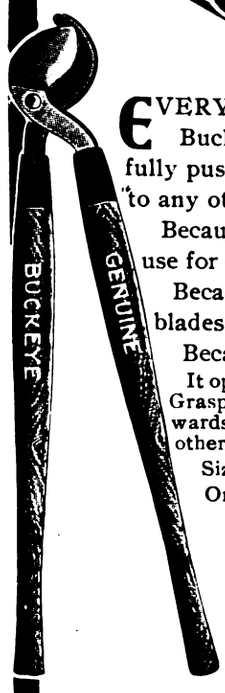
If you are dissatisfied with your present salary, if your work is uncongenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES,

28 SPRUCE STREET,

NEW YORK.





EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

Write for prices on a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

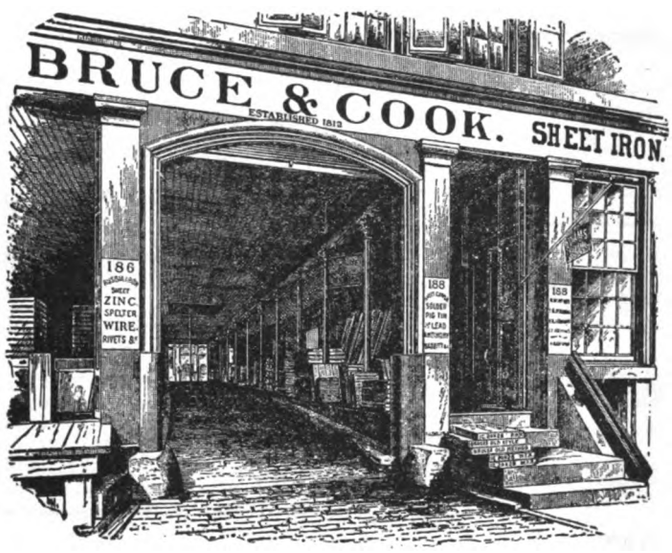
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BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.

HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality.
We make only the best.



Sand Papers in Reams and Rolls: Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

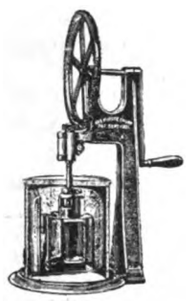
ANY KIND OF A
HARDWARE SPECIALTY
MANUFACTURED TO ORDER ON CONTRACT.
We can make and market patented articles on a royalty if desired.
FORSYTH MFG. COMPANY,
BUFFALO, N. Y.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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COVERED BY "PATENTS" IN ALL COUNTRIES OF THE WORLD.

TELEPHONE 4675 BROAD

THE ONE-MINUTE CHURN CO.

INCORPORATED UNDER LAWS OF STATE OF NEW YORK.

No. 9 OLD SLIP,

NEW YORK.

Nov. 25, 1903.

Hardware Publishing Co.,

#309 Broadway, City.

Gentlemen:-

We are in receipt of your favor of the 24th inst., and beg to acknowledge the receipt of an inquiry from Manche, France.

This is, however, only one of may that we have received during the two months that we have been advertising with you. We are glad to say that we have had splendid results from Hardware, and better than from any other paper in which we are running our advertisement.

Now that we know that we can get good results we find that we cannot get along without Hardware.

We are very much pleased with the designs and the semi-monthly changes of copy which you have given us, and also for the assistance which you have given us with the foreign trade, by supplying us with names of reputable customers.

Hoping that the results will comtinue to come in during the coming year as they have the first two months and thanking you for the services, we remain,

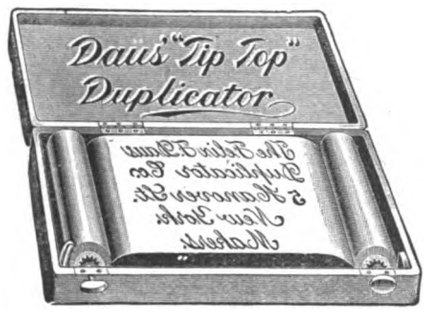
Yours very truly,

THE ONE-MINUTE CHURN CO.

J. W. Murphy Pres't

GENERAL MANAGER.

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"The Proof of the Puddin' Is In The Eatin'"

Try Daus's "Tip Top" Duplicator

For 10 days, without deposit, and it will prove itself to be the cheapest, simplest and best device for duplicating.

50-100 clear and legible copies of pen or type-writing can be made with it from one original. Any boy can operate it.

It requires neither press, printers' ink nor washing. Size No. 1 for $5 net.

Send for Circular. **Mention HARDWARE.**

Fleix F. Daus Duplicator Co.

Daus Bldg. 111 John St.
New York, U. S. A.



"Hold up! I'll take off my hat to the MYERS."

The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



THE MYERS STAY-ON AND PUMPS, HAY TOOLS DOOR HANGERS

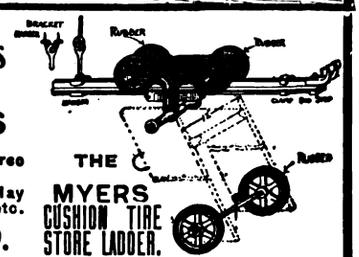
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

NO. 200.

RECORDING THERMOMETER.

Daily or Weekly Dial.

RANGE 20° BELOW TO 120° ABOVE.

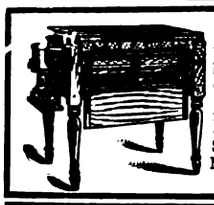


HELIOS-UPTON CO.,

PEABODY, MASS.

FOR SALE IN NEW YORK BY

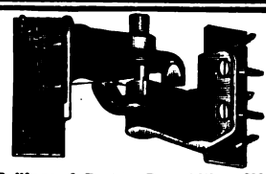
C. J. Tagliabue Mnfg. Co.
Fairbanks Co.
Oelschlager Bros.
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Incubators and Brooders

Both Hot Air and Hot Water, built upon the highest scientific principles after an experience of 20 years. They never fail to hatch every egg that can be hatched. Send for catalogue to the

New Haven Incubator Co.,
New Haven, Conn.



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Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

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FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
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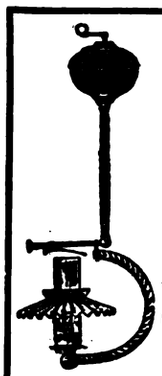
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CANTON, OHIO.

MANUFACTURE OF HIGH EXPLOSIVES.

New Jersey Produces More Than Any Other State in the Union.

A bulletin of the State Bureau of Statistics just issued says:

Full particulars relating to the manufacture of high explosives in New Jersey will be found in the tables devoted to the statistics of manufactures of the State, which will occupy the principal place in the forthcoming report of the Bureau of Statistics for 1903.

The work of tabulating data has progressed so far that the most important facts relating to some of the principal lines of manufacture are now fully developed; among these is the compounding of high explosives.

This industry, although a comparatively new one, has reached such proportions in New Jersey as to entitle it to a place among the most important of these with which the name of the State is specially identified. The quantity of explosives manufactured here is greater than that produced in any other State in the Union, and it may be safely said, largely exceeds the product of any territory of the same area anywhere in the world. California, Pennsylvania and Ohio are the only other States in which the manufacture of high explosives and smokeless powder is carried on upon the scale that comes near approximating the size of the industry in New Jersey. Pennsylvania has a larger number of establishments, but the plants in this State are, without exception, far greater in size than any found elsewhere, not excepting the great works engaged in the industry in Europe under government auspices.

In the United States, in 1900, 22 per cent. of the capital invested in the ninety-seven establishments then engaged in the industry, outside of that which is specifically charged to building and machinery, was found in nine New Jersey plants. In the two items of buildings and machinery, New Jersey had 17.3 per cent. of the total.

The proportions of the industry for the establishments engaged in this interesting industry is as follows:

Number of establishments	8
Capital invested	$3,175,000.00
Aggregate value of stock or material used	$2,880.000.00
Total value of products	$4,844,381.00
Greatest number of persons employed	1,270
Total amount paid in wages	$628,842.00
Average yearly earnings of employees	$507.54

Among the materials used in great quantities in the production of high explosives the principal ones are acids and glycerine, 55,170.691 pounds; nitrate of soda and wood fibre, 20,041,491 pounds, and cotton, 1,327,364 pounds.

The product embraces all the forms of high explosives known, such as dynamite, nitro-glycerine, smokeless powder, gun cotton, etc., amounting in the aggregate to 40,531,911 pounds.

The geographical distribution of the establishments engaged in this industry is as follows:

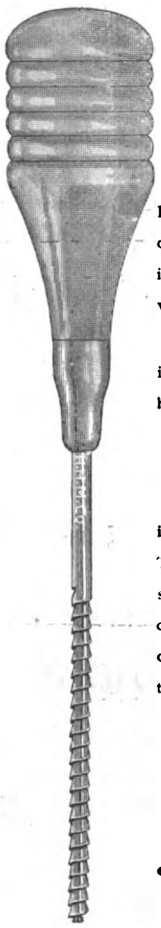
Pompton Lakes, Passaic County	2
Farmingdale, Monmouth County	1
Oakland, Bergen County	1
Landing, Morris County	1
Repaupo, Gloucester County	1
Carney's Point, Salem County	1
Linville, Morris County	1

Palestine, Tex.—George W. Beadsley, dealer in sporting goods has filed a petition in bankruptcy at Tyler.



A Straight Road

to profits leads by way of handling Mayhews' Tools



MAYHEW RIFFLER

No. 1130

Its continuous spiral cutting edge enables it to cut fast and clean without clogging.

Designed for cutting irregular shape keyholes, mortises, etc.

REMEMBER

it—like all MAYHEW TOOLS—bears no resemblance to the cheap, flimsy tools so often foisted on the trade.

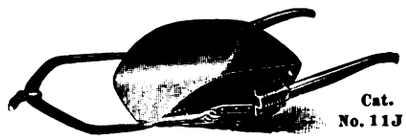
Mayhew's guarantee with every Mayhew Tool.

H. H. Mayhew Co.,
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Syracuse Drag Scrapers

ARE MADE OF
EXTRA HEAVY STEEL PLATES
AND ARE HUNG SO AS TO
Work Easily and Wear Well.
WRITE US.
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SYRACUSE, N. Y., U. S. A.



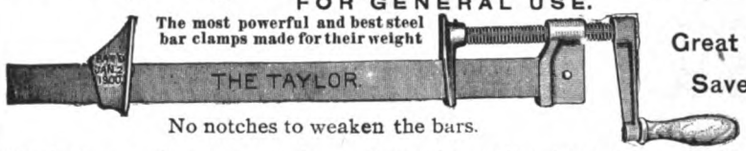
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SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
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SILVER PLATED, ALSO
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ESTABLISHED 1840.

The Taylor Quick Adjusting Self Locking Clamp

FOR GENERAL USE.



The most powerful and best steel bar clamps made for their weight

No notches to weaken the bars.

Great Time Savers.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.



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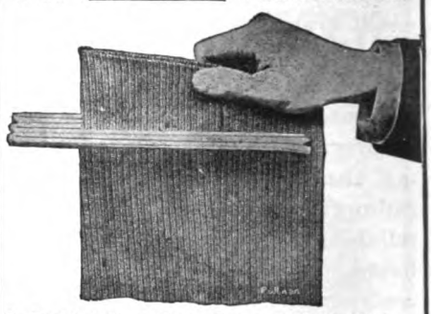
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CHICAGO.

*Large 10 oz. Can

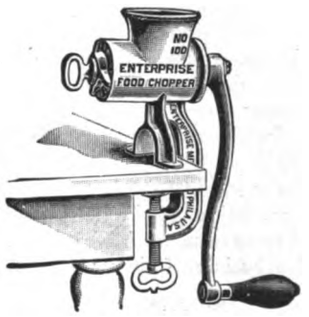
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Two Sizes. Send for Folder No. 25.
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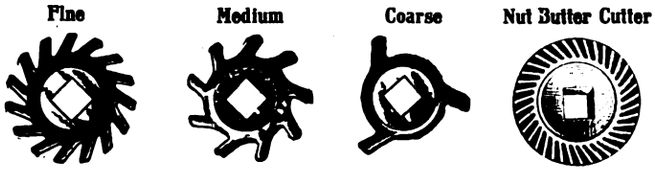
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No. 100 *chops 2 lbs. of Meat per minute* $1.50
No. 300 *chops 3 lbs. of Meat per minute* $2 25

Four Knives with each Machine

Fine | Medium | Coarse | Nut Butter Cutter



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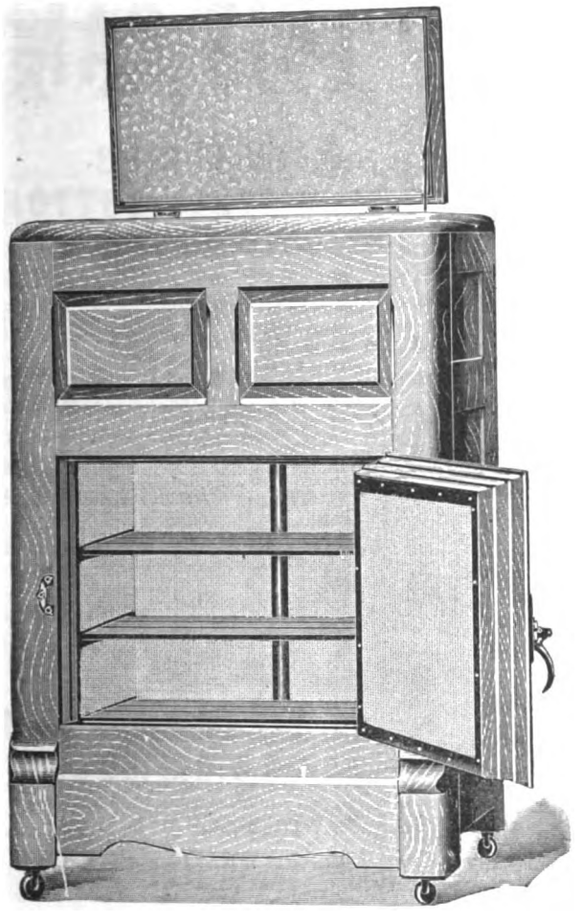
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No. 82 $7.50 doz.

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Originators and Manufacturers of

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We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent Shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note— We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our line will be shown at Chicago, on and after January 2nd, by Mr. F. L. Hood, at the New Exhibition Building, 3rd floor, 1411 Michigan Ave

Our New Catalogue will be ready about December 20th. Shall we send you a copy?

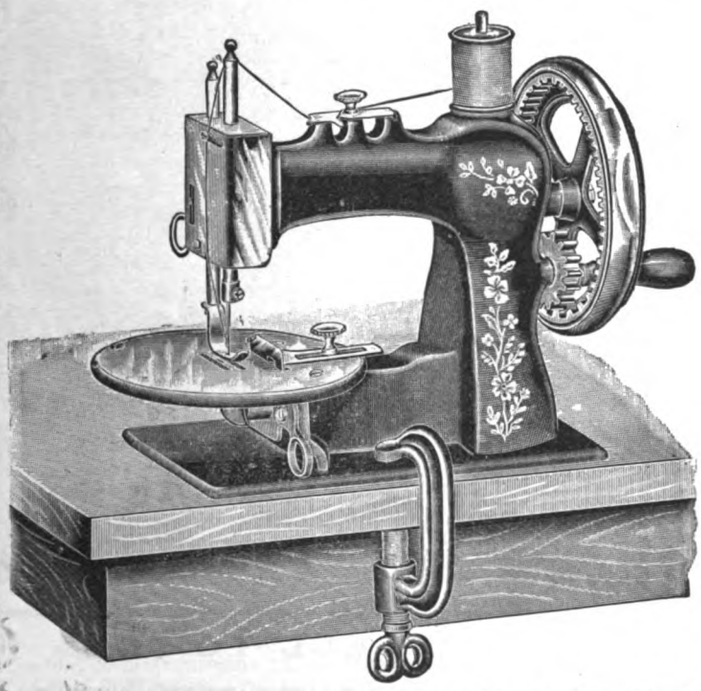
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The "Stitchwell"

TOY SEWING MACHINE



LIST $4.00

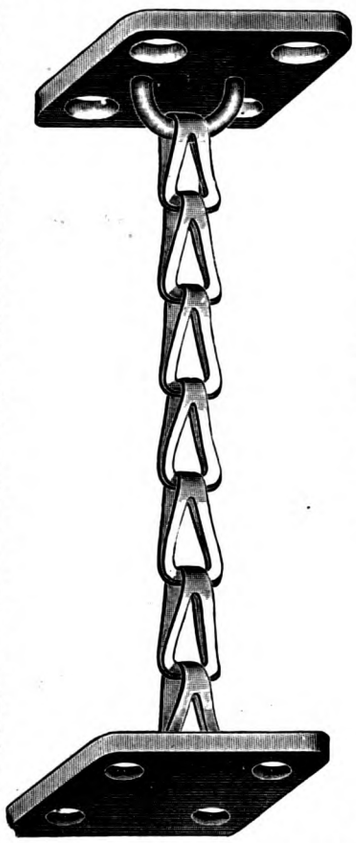


A Great Winner for the Holidays

WRITE US

NATIONAL SEWING MACHINE CO., Belvidere, Ill.

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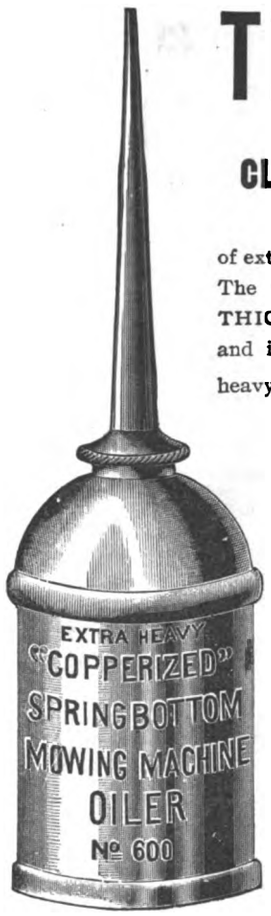
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THIS CAN

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CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
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If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideas in practical tool making. Skilled mechanics prefer Starrett tools; live dealers sell them.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

Iver Johnson Arms & Cycle Works, Fitchburg, Mass., have recently published a fine large sized calendar of an extremely attractive character. It is a reproduction of a sketch by the artist A. Von Beust showing a modern Diana clad in hunting costume sitting on a rail fence in a restful position, a dead fox lying at her feet, her dog beside her looking through the rails while she caresses with care her Iver Johnson gun in her hand. The whole get-up is exceedingly striking, and being lithographed in appropriate colors would adorn any location.

The American Cutlery Co., of Chicago, Ill., desire the trade to understand that they have no connection whatever with the American Cutlery Company of Keyport, N. J., for which a receiver has recently been appointed.

Charles Weiland, 149 Chambers Street, New York, whose prominence in the "job-lot" and bargain end of the Hardware business is acknowledged from Moosehead Lake to the Golden Gate, has on hand at the present time the most desirable lot of single and double bitted axes it has ever been his good fortune to distribute. He is offering them at such exceptionally low prices, they make the buyers feel that the quotations alone ought to come under the head of Cristmas presents. Write him promptly for further information

An artistic desk calendar, envelope size, is sent out by the Marlin Fire Arms Co., New Haven, Conn., which may be said to surpass those of previous years in point of artistic merit, the subject being remarkably fitting and attractive, and the framed effect quite unique. The company state they will gladly mail the calendar to any of our readers who will enclose a two cent stamp to pay postage.

The railroad mileage of the United States is put by "Poor's Manual," which is an established authority, at the commencement of the present year, at 203,131 miles, a gain over the preceding year of 3,464 miles. These are figures to remember. The total liabilities are stated at $13,719,000, an incalculable sum, very nearly equally divided between capital stock and bonds, with unfunded debt, profit and loss exceeding a billion. The earnings were $1,720,000 gross, and $560,000,000 net. These figures pass comprehension and the only way to realize their magnitude is that the financial, industrial and commercial operations of the railroads are woven up with the progress of every section—almost every county—of the American union, taking in the great continent bounded by two oceans, the gulf and the Canadian and Mexican lines of territory. We can not realize the grandeur of the country without reflection of the magnitude of the railroad interest. It is greater than all else, for it includes every productive force.

The Onondaga Manufacturing & Promoting Company was incorporated at Albany recently with a capital of $50,000, to manufacture and deal in engines, machinery, vehicles, machines, tools, implements, utensils, novelties, mechanical devices and personal property of every class and description excepting bills of exchange and gold and silver bullion. The directors are James D. Smith and Robert Nash Phinney of Syracuse, and Albert E. Fletcher of Canandaigua. Mr. Smith and Mr. Phinney are now interested in the Onondaga Manufacturing Company, located at 120 South State Street.

The second annual meeting of the New York State Association of Retail Hardware Dealers will be held in Rochester on March 8, 9 and 10 next. John R. Taylor, secretary, Little Falls, N. Y., will be pleased to furnish to merchants not already members, any particulars they may desire in regard to the meeting of the organization.

There is every reason to believe that the Shelby Stove & Mfg. Co., Shelby, Ohio, will double their output of gasoline and wickless oil stoves this season. Many more orders have been received at their factory than ever before for the same period, from customers who were pleased with their goods last season. They have just placed on their books one order for 3500 coming from a single customer. The Shelby Stove & Mfg. Co. have just put in a new 40 H. P. gas engine, and during the coming season will do all their enameling with natural gas ovens.

THE POPE BICYCLE DAILY MEMORANDA CALENDAR.

The re-issue of the Pope bicycle daily-leaf calendar may be considered the opening gun proclaiming the natural and healthful return of bicycling. Col. Albert A. Pope, the founder of our bicycle industries and the pioneer in the Good Roads Movement, is again at the head of the bicycle industry. Upon the 366 calendar leaves are freshly written lines, from the pens of our greatest college presidents, doctors, clergymen, statesmen, and other eminent men and women, all of them enthusiastically supporting bicycling. Half of each leaf is blank for memoranda. This calendar is free at the Pope Manufacturing Company's stores, or any of our readers can obtain it by sending five 2-cent stamps to the Pope Manufacturing Co., Hartford, Conn., or 143 Sigel Street, Chicago, Ill.

THE NATIONAL ASSOCIATION OF CREDIT MEN.

The New York Association has already begun active preparations for the next annual Convention of the National Association of Credit Men. This association is composed of representatives of one of the most important elements of modern trade. Aside from the value of the discussion of practical questions, these conventions have a recognized usefulness of an educational character in the widened outlook and enlarged circle of acquaintanceship among the class of men whose duties keep them largely confined to their desks.

The Convention will number a very large body of delegates from all parts of the United States, representing the leading houses in all lines of trade, and will be held in June, 1904. They should receive a cordial welcome from the merchants of our city, and we have no doubt that the New York Association will do everything possible to make their visit pleasant and profitable.

MONTREAL HARDWAREMEN MEET.

The annual general meeting of the Montreal Metal and Hardware Manufacturers' and Merchants' Association was held in the Board of Trade on Tuesday, December 8, with George Caverhill, vice-president, in the chair. The president's report of the business transacted during the past year was submitted and approved. The election of officers for the coming year resulted as follows:

President, George Caverhill; Vice President, Geo. A. Kohl; Treasurer, A. A. Brown; Directors, Fred Bacon, H. J. Fuller, W. S. Leslie and Thomas L. Paton.

The newly elected president, George Caverhill, was unanimously chosen as the association's nominee for election to the Council of the Montreal Board of Trade. A vote of thanks was passed to the retiring president, J. C. McCormick, and the secretary was directed to convey to Mr. McCormick an expression of the sympathy of the members with him in the very serious illness from which he is now recovering, and the hope that he may soon be completely restored to health.

The object of this association is to form a connecting link between the Hardware manufacturers and merchants of Montreal and the Board of Trade. With the very capable executive which has been chosen the association is assured of a prosperous year.

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HARDWARE

VOL. XXVIII. DECEMBER 25, 1903. NO. 6

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

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The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The Hardware trade in every branch closes a year of industrious activity, which it is the belief of its zealous votaries has been one of profitable employment, and which will show good results when the inventories are completed and the grand result ascertained. May there be no disappointments, for hopes like these are difficult of entertainment, and the trade looks forward to a year of promise in 1904.

There is every reason to believe that next year a better understanding will exist between capital and labor and that very few of the irritating conditions so prominent this year, will disturb the peace and harmony that should ever surround the two divisions of our great industrial army,—those who plan and those who build. Fortunes through the promotion of great enterprises were accomplished so easily during the current year it carried some classes of labor completely off their feet, and the exactions that seemed possible of achievement suggested the graft that finally accomplished the downfall of the abnormal conditions.

There will be plenty of employment at good wages for everyone willing to work. There should be every opportunity for this for willing workers, skilled or unskilled, union or non-union. There will be a sufficiency of money for the promotion of honest enterprises in which the spirit of individual greed will not be the predominating force. Some of these Wall street magnates will have to get back to earth again; they have been too long in the millionaires' heaven where even the lining was golden. The full employment of our laborers means that mining, building and planting will go forward in every direction, and comfortable conditions will surround all earnest laborers in the vineyard, who will get good pay and steady employment, while a willingness to share in the good things will be extended to his brother workman unselfishly, and with a desire to receive and confer mutual obligations.

The changes in prices which have been so noticeable in the metal markets, will doubtless cause some readjustment of special prices on goods that have been high by comparison. These prices have, no doubt, reached a top limit and will be adjusted by a movement that need not be general and so demoralize the market. It will be found the markets, will, if anything, be averaged up. It will work to our advancement when lower prices on metals prevail, by giving us a firmer hold upon Export trade. Our facilities have so greatly increased during the past five years we are for the first time fully able to keep our export connections, even when our domestic traffic would tempt by a more profitable market under advancing quotations to let the export outlet take care of itself. We have done this so often in the past it is a wonder we are able to impress the foreigner with our sincerity, and so keep our foreign customers satisfied that we always mean business when we express our willingness to entertain it.

It is of great advantage to the country that the farming millions of our population have had good crops in the past few years of products bringing good prices, and by aid of which mortgages have been paid off, more territory placed under cultivation, and to improve it and create the wealth which is the foundation of our prosperity to-day. If the farmer is having hard times, our workmen will be found in little better circumstances, and when the farmers are prosperous, depressing conditions and a hopeless outlook must take a back seat, for it is no time to expect them in evidence, that will have any influence on the times.

DOMESTIC AND FOREIGN REGISTRATION OF TRADE MARKS.

The following communication from Davis & Davis, Patent Lawyers of 220 Broadway, New, York, and Washington, D. C. on the necessity of foreign registration of trade marks presents information of considerable importance to our readers.

The person who first uses in this country any lawful trade mark in connection with goods of a given kind has exclusive right to continue the use of it, and he may prevent all other persons from using the same trade mark on the same kind of goods, or from using any mark which the ordinary buyer would be likely to mistake for that belonging to the first user. Exclusive right in this case depends entirely upon priority of use. If a person who had no right to use it should register it as his own, this fact would confer no right upon him. When it is desired to establish the date at which the use of the mark began the registry of the trade mark in the Patent Office, is useful, because it will show that the person who registered the mark was using it at least as early as the date of registration. His opponent, even though he had the same design in use before that time, may have some difficulty in establishing that fact by satisfactory proof if he has not registered the mark in his own name.

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journals have recently published many instances in which American firms have suffered from a most pernicious form of blackmail in Cuba and Japan, and our Consular reports from other foreign countries are full of warnings to American manufacturers to register their trade marks in all foreign counties in which they are doing business. In many of these countries the registration of the marks gives to the registrant absolute title thereto and also gives him the right to have goods bearing such marks seized at the customs house and confiscated. The New York Times of December 10th, published an instance of where a New York merchant was forced to pay $6,000 for the privilege of selling goods bearing his trade mark in Cuba. In this case the trade mark was registered in Cuba by some one who had no right or title thereto.

It should be strongly impressed upon American merchants and manufacturers who are seeking to develop their export trade that their trade marks and trade names should be registered in every country where they are seeking a market for their goods.

In a report of a recent Commissioner of Patents this matter was carefully considered and the following quotation may be of interest:

"The importance of having trade-marks protected abroad, and in many countries registration is necessary to protection, has been forcibly impressed upon American manufacturers, who, sending their goods into some foreign country, have found the very trade-mark which has become valuable to them registered in that country by some citizen of that country who made application for registration for no other purpose than to enable him to demand of the American manufacturer a price for the right to sell goods marked with that trade-mark in that country. As in a number of European countries registration of a trade-mark is attributive of property in such mark and is granted, not to the first adoptor and user of the mark, but to the first applicant for registration, and as in these countries the registrant under the laws there in force can forbid the importation of goods marked with the trade-mark registered by him, or even compel the seizure of such goods, it is evident that such registrant has the manufacturer at his mercy so far as trade in that country is concerned."

As an instance of how the scheme has been worked in Germany we quote from a report of Consul-General, Frank H. Mason, from Berlin:

"It appears necessary to recall the attention of American exporters to a very peculiar provision of the German law for the registration of trade-marks, which is not infrequently used to the great and unjust disadvantage of Americans and other foreigners. Under the German statute, any person may register and secure right to any name or other device used as a trade-mark which has not previously been registered here by some other firm or person. In other words, the officials before whom the application is brought make no inquiry to ascertain whether the applicant has ever used the proposed trade-mark or has any right to it, but simply look over the record to ascertain whether it has been registered in Germany. If not, it is admitted to registration without further inquiry or delay.

"The readiness with which such a practice can be abused is apparent. When, several years ago, American bicycles began to be imported into Germany, certain persons interested in blocking the trade got the trade-marks of two or three makers registered in their own names, and either obliged the legitimate American owners of the trade-marks to buy them off—in other words, to pay a specie of blackmail—or to change the marks on all bicycles exported to Germany.

"In a recent case, the trade-mark on a special brand of American preserved fruit was registered here by an outsider so that the real owner had to buy from the usurper the right to use his own trade-mark in this country.

"This abuse has become so notorious that a leading patent attorney of Berlin, writing in a recent number of the *Technische Rundschau*, says of the law that its effect is to legalize and facilitate the theft of a trade-mark. The obvious suggestion to all American exporters is that before exporting or seeking to export to Germany any kind of merchandise covered by a well known name, they should have such name or trade-mark duly registered in this country, where all such rights are carefully protected, and prosecutions for infringements easy and effective." This form of blackmail has been carried on in other European countries.

AN OLD TIME NEW ENGLAND HARDWARE SHOP.

Joshua B. Grant, who ran one of the most unique Hardware stores in this country, is at present enjoying life, though counting more than four score years passed in the peaceful town of Ipswich, Mass. His was a Golden Rule shop, and it paid well, for Mr. Grant is living comfortably on a well-earned competency.

His store was deep down in Blubber Hollow, in Salem, Mass., and it was established before the war. All men in Blubber Hollow in olden days were leather makers, and "Josh" Grant made a specialty of tanners' and curriers' tools and corresponding supplies at his old-fashioned store, and so it eventually became the headquarters of the "boss" tanners within its territory.

In the course of time, the frequent visit of the "bosses" to the store gave rise to the organization known as "The Senate." No like organization has been known since. It had no laws, no officers, no dues, and no membership list. A subscription was occasionally taken up to pay for the news and trade papers, or for a clam chowder supper, and Grant threw in the rent.

But the Senate was ideally managed, though it had no laws nor officers. The first man around in the morning opened the store and swept it out, and the last man out at night locked it up. If Mr. Grant happened to be late in arriving, or wanted a day off, any "boss" tanner who happened to be near the counter of the store supplied the wants of his customers just as faithfully, selling anything called for from a pound of nails to a kit of tools, and entered the sale on the books with all the care of its actual proprietor.

It must not be supposed that the Senators belonged to the community of loafers, not by any means, for they were men who had themselves made competencies at their several trades, and had for a long time dictated the market prices of leather in the Boston and New York markets. The Hardware store was in the nature of a Tanners' Exchange, for every market day morning they invariably met there and discussed the possible fluctuations in the market, and each man assisted in the decision finally arrived at.

On the walls of the store were chalked down daily records of the leading events, such as the date of the first snow, the coldest day, the highest price of leather, the biggest sale of leather, the date of the birth of an heir to a leading tanner, or the death of a well known man. Current events were frequently recorded as they seemed important to the man with the chalk, and the "boss" tanners and the storekeepers and clerks discussed them with such worldly wisdom and grave dignity that they deservedly won the name of "The Senate" for their unstudied gatherings.

But the ruthless hand of time swept away this golden era in the history of the store where all men were contented with their simple toil, knew not the strenuous pace of the present, and thoroughly enjoyed each other's fraternal society. Death took away, in ripened years, many Senators who loved their fellow-men as their brothers, and old friends were getting fewer as the years were getting more numerous. Grant finally adjourned the famous Senate *sine die*, at his Hardware store, and Blubber Hollow recognized the fact that it had lost a time honored and valuable institution that had exerted an influence of its own.

Probably few country stores have such a page in commercial history as this unique Hardware store of Joshua Grant. The Blubber Hollow tanners, ripe with experience, who gathered there daily, led the country in their especial industry and the Senate was held in high repute in Boston and New York. Besides, the retired sea captains of old Salem often visited the store, and amid congenial surroundings reeled off to the ancient gathering their tales of far distant China, the west coast of Africa, or the many broad oceans it was their fate to be familiar with. This remarkable store was closed up after the leather trade of Salem went west, in the eighties, and Mr. Grant retired to his Ipswich farm, where he still enjoys his life and revels in the memories of other days when greater activities provided the volume of the world's allurements with a gilt edge.

F. A. G.

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REDUCED RATES FOR THE SPRING BUYING SEASON.

The Merchants' Association of New York announce that the Trunk Line and Central Passenger Associations have granted its applications for reduced rates for the Spring buying season. The special fares will be in effect from the territory of the Central Passenger Association on February 6-10, inclusive, and February 27 to March 1st, inclusive, with a 30 day return limit, while Trunk Line Association rates will be operative on February 27 to March 1st, inclusive, and March 19-22, inclusive, with a return limit of 15 days. The reduced rate will, as usual, be one and one-third for the round trip, tickets to be sold on the certificate plan.

The Trunk Line Association territory extends from the New York-New England border west to Buffalo, N. Y., Pittsburgh and Erie, Pa., Wheeling and Parkersburg, W. Va., south to the Potomac River and the line of the Chesapeake & Ohio Railroad.

The Central Passenger Association has jurisdiction over the railroads in the territory west from the points named to the Mississippi River, including the cities of Chicago, St. Louis and Louisville, south to the Ohio River.

The request for concessions from the Southwestern Excursion Bureau, roughly described as the State of Texas, Indian and Oklahoma Territories and the State of Missouri south of the Missouri River, is still pending, the organization named not having been able to take action thereon until the Eastern and Western roads had agreed to concur in rates to New York. Efforts are now being made to have the General Passenger Agents of the Southwestern Bureau take an early vote on the proposition.

The Merchants' Association will shortly begin to circulate throughout the country a large amount of literature pointing out the advantages of the New York market, as also naming the dates when and conditions under which merchants can take advantage of the rates.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

From C. N. Barnes, Grand Forks, secretary of the North Dakota Retail Hardware Association, we are in receipt of the following communication, in which reference is made to the next annual meeting of the association and the excursion to Mexico which has been arranged:

Our next annual meeting will be held in Grand Forks on January 27, 28 and 29, one month earlier than ever before. The change in dates was made so as to give the dealers a better opportunity to get out of the country in the cold months if they so desire.

Last year, as you probably recall, our association, in conjunction with the Implement Dealers' Association of this State, got up an excursion to New Orleans and other Southern cities. This year we are going to Old Mexico, the capital city being the objective point. We will leave St. Paul on the Tuesday following the close of our meeting, going from there to Kansas City; from there over the Missouri, Kansas & Texas Railway, and pass through Kansas and Indian Territory; then into Fort Worth, Dallas and San Antonio, in Texas. Thence on the International & G. N. Railway to Laredo, at the boundary line on the Rio Grande River. The route from there to Mexico City will be over the National Railway to Mexico City. We will return by way of St. Louis and Chicago, stopping at such cities as the majority of the party may desire.

The excursion is being gotten up by the two associations, but the invitation is extended to all reputable business men, and we would especially be glad to have as many ladies accompany the party as possible. The cost of the entire journey will not exceed $115, and this includes the use of a Pullman sleeper from the time we leave Minneapolis until our return. Our experience has been that in going in a party we can see very much more for our money than in any other way, and it is much pleasanter traveling with congenial company than alone.

SAVAGE ARMS CO.'S 22 CAL. RIFLE.

The Savage Arms Company are sending the following letter to their friends and customers:

To DEALERS AND USERS OF SAVAGE ARMS AND AMMUNITION.

Our attention has been called to a circular issued by the Marlin Fire Arms Co., with reference to a claim of infringement of patents made against the Savage 22 Cal. Rifle. It is a significant fact that we have not been sued for the alleged infringement, but suits have been brought against two of our customers in New Haven, Conn. We have already assumed all responsibility of these suits and are able to take care of them and intend to do so. We have the services of able counsel and experts, who assure us that our 22 Cal. Rifle is not an infringement of the Marlin patents, and, indeed, this must be apparent to all who are familiar with, or will take the trouble to compare the Savage and Marlin Rifles. Marlin was not, by any means, the first to produce or make a take-down rifle. Our rifle is not like Marlin's, we are pleased to say. We assure you that we are able to, and will protect all dealers and users of the Savage 22 Cal. Rifles against all claims of infringement. We shall continue to maintain the high standard of excellence of our arms and rely, as we have heretofore, on the trade and public to recognize real merit.

SAVAGE ARMS COMPANY,
ARTHUR W. SAVAGE,
Managing Director.

This letter clearly defines the Savage Arms Company's position in regard to these alleged infringements. This new rifle, although only on the market for a few months, is regarded to-day as an extremely popular 22 caliber repeater; and we do not believe that any methods of this kind will in the least check its progress. It is the first rifle with the "trombone action" to handle the three lengths of 22 caliber cartridges, and this it does in a very successful manner by the use of a box magazine, which is unquestionably one of the most convenient methods ever employed for quick loading of the 22 caliber rifles. The many strong points that this rifle posseses has led to its exclusive adoption in all the shooting galleries on the grounds of the St. Louis World's Fair in 1904, including the most unique shooting gallery ever constructed, to be known as "Hunting in the Ozarks."

AN UP-TO-DATE MOVEMENT.

The American Shear & Knife Co., Inc., of Hotchkissville, Conn., will build an up-to-date club house on their own property, adjoining the factory, and will lease the same to the American Social Club, membership to which will be restricted to the employees of the company. The house will be 63 feet long and 30 feet wide. It will contain a parlor, sitting room, smoking room, pool room, bowling alleys, kitchen, buffet, bath room and toilet. The purport of the club is to encourage greater fellowship among its members. The pool room and buffet rights will be leased to some trustworthy party under control of the Board of Governors. No spirituous liquors will be permitted to be sold or consumed on the premises of the club. Rhine wine and beer will be the only alcoholic beverages allowed, and excess in the use of these will forfeit membership. There will be no bar for men to congregate around, but all drinks will be served from the buffet by waiter-service. Members may invite one guest at a time; but no non-member may visit the club more than once a month. On working days, service from the buffet will be permitted only from 12 noon to 1 p. m., and from 6 p. m. until 11 p. m., and not at all on Sundays. The wives and daughters of members will be given the privileges of the club very frequently. From the foregoing one must realize that the club is intended as the home of gentlemen, where orderly conduct must prevail.

NO DIVIDED ALLEGIANCE WANTED.

The invasion of the Chicago fire department by labor unions has aroused Mayor Harrison, who says it must be stopped. "In the mechanical branches of the city's service," said the mayor, "where the employe is simply a workingman, it is all right for him to belong to a union; but where the man belongs to a department, like the firemen or policeman, he has no right to have a divided allegiance. He must owe allegiance to only one master, the City of Chicago." The voicing of the mayor's sentiments along this line was occasioned by the receipt of an appeal from engineers of the fire department, asking for increased wages. The men seeking the increase are members of a union.

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COLDWELL LAWN MOWER CO.'S ANNUAL DINNER.

The annual complimentary dinner, given by the Coldwell Lawn Mower Co. to their employees, took place at The Palatine Hotel, Newburgh, N. Y., on December 9, when an admirable opportunity was afforded of witnessing the amicable relations which exist between employers and employed.

On that occasion nearly 140 men sat down to what was one of the finest dinners given in this city for years. These men, with members of the company and a few invited guests, listened to a series of addresses in which the success of the company was very properly extolled and facts were related which tend to show that there are the best of reasons why all the Coldwell people should be on the best of terms with each other. There has never been any labor trouble at the factory of the company and the secret of it is the single word "Co-Operation."

The dinner this time also partook of the nature of a welcome home to Wm. H. Coldwell, the treasurer of the company, who recently returned from a trip to Europe. At 8.40 to the music of the Neapolitan Quartette of New York, the members of the large "family party" entered the dining room and took their places at the tables. During the dinner which followed, the musicians, two of whom were mandolinists, the others playing guitars, furnished beautiful music. They also sang several selections to their own accompaniment in an artistic manner. At the head table were the following gentlemen: District-Attorney-elect A. H. F. Seeger, who presided as toastmaster; Thomas Coldwell, the honored president of the company bearing his name; A. D. Clinch, of the New York firm of Underhill, Clinch & Co., representatives of the company; Hon. Howard Thornton, Albert S. Peirce, Edward C. Ross, I. B. Sweigart, of Philadelphia, Pennsylvania agent for the company; Harry T. Coldwell, Wm. H. Coldwell, O. M. Cleveland, Albert W. Mapes, Lewis M. Smith, ex-Alderman Edwin T. Smith and Gavin R. M. Wilcox.

Mr. Seeger called the assemblage to order, and at his request Mr. Clinch invoked the Divine blessing. During the

Toastmaster's Address.

In opening the speechmaking Toastmaster Seeger made an extended address. He said that it was rather an unusual thing to find the employers and employees of a manufacturing concern sitting together at a festive board. But good results had followed events of this kind by this company in the past and it would be a good thing for other manufacturing institutions to follow its example. "All work and no play," exclaimed Mr. Seeger, "makes Jack a dull boy." There is little play, he added, in the busy season, and this fact is appreciated in all the walks of life.

On this occasion those present wanted to welcome one who was prominently identified with the Coldwell Company upon his safe return home from abroad. This would be done, although the gentleman referred to had said it would probably have been a good thing if he had stayed away altogether, as the company and its men had got along so well without him. Still, they were all glad to see Mr. Coldwell back again.

Mr. Seeger next referred to some of the great changes that had taken place in the industrial world in the last half of the last century. He said it was less than half a century ago since sewing machines and lawn mowers were first built. The first of these were crude in construction and their use was almost unknown at first. It was only by persistent work that the utility of the sewing machine and the lawn mower became known. Then large industries had sprung up for their manufacture. The lawn mower had accomplished out of doors what the sewing machine had accomplished in the house.

This industry came from small beginnings. While all the money coming from it is not distributed here, a large part of it is left in this city and goes back in trade through the homes and families built up by it. It is a pleasure to know that this institution has never had a labor difficulty; that is a remarkable achievement and speaks well for both sides interested.

In conclusion the toastmaster said that there was one among the number present who wished to say something on the subject that had brought them all together—to extend a welcome to a returning employer, Wm. H. Coldwell. He then called out George F. Knowlden, an energetic and bright young machinist at the factory of the Coldwell Lawn Mower Company.

Cordially Welcomed Home.

Mr. Knowlden spoke in part as follows:

"Mr. Coldwell: The employes of the Coldwell Lawn Mower Company have chosen me to say a few words expressive of our feelings at your safe return. While I have reluctantly accepted the honor, I must say that I do not admire their judgment in making such a selection from the array of talent



WM. H. COLDWELL.

which they must have overlooked among the gentlemen in the employ of the company.

"The greatest blessing in life is to love our friends. To know men and be known by men is not sufficient to satisfy the longings of our hearts. A mere intellectual acquaintance may be satisfactory but the real joy and happiness of life is genuine friendship; friendship that makes the eye sparkle and the heart beat with greater rapidity when we look into the faces of our friends.

"We welcome home to-night, from a far-off shore no mere intellectual acquaintance, no formal acquaintance who has been with us for a short time and then passed out of memory, but we welcome home from a foreign country one whom we love, one who has been to us a friend, faithful, tried and true. And as we look into his countenance, our eyes brighten, our pulses beat faster, and our whole being expands with the joy of our welcome.

"We greet you, sir, as one who knows us and who knows our daily life, our constant efforts, our labors and our joys. We greet you as one who has done much to make our daily lives happy; one who has appreciated the earnestness of our efforts and assisted us to perform properly and well our daily work. We welcome you as a friend whom we shall never forget, one whom we shall always love with all the sincerity of our best affections. You have crossed the seas, you have been in foreign lands, you have been among strange people and new scenes, for the purpose of regaining that health,

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with which you have been wonderfully blessed. And we trust that you have come back to us as fully improved as you hoped and expected. Although you were separated from us by thousands of miles and a wilderness of water, yet your memory has ever been with us, and it has been almost as though your bodily presence was still with us. Your kindness of the past sweetened our labors during your absence, and while we have missed you from our sight, you have ever been present in our hearts. It gives us great happiness to clasp your hand once more and welcome you again to your happy home and your chosen field of labor. And here to-night, in the presence of your friends, who trust, appreciate and respect you, we give you thrice welcome to the city and to our common field of labor, and we sincerely hope that all the pleasant experiences of our past relations, may constantly increase, as the days go by, and that this business institution in which we are all interested may go forward to a prosperity which shall be greater even than its past achievements. And now again, thrice welcome to you as you again enter our homes, our lives and our hearts."

An outburst of applause followed this cordial and well expressed welcome home.

Brief and to the Point.

The toastmaster here referred to the gentleman thus welcomed as a distinguished county official and manager of an extensive business, Wm. H. Coldwell. He then called upon that gentleman to respond to the address of Mr. Knowlden.

Mr. Coldwell spoke briefly, but to the point. He said he had almost been born in a lawn mower shop. He told of some incidents of his boyhood, in which Ed. Smith, Mr. McCollum, J. Scott Wiseman and one or two others had figured. He then said that while he was in Switzerland he had received daily reports to the effect that the shop was turning out from 400 to 500 lawn mowers a day, twice the number of any other company in the world. With this showing he had been very much pleased. Mr. Coldwell returned his thanks to all for their very kind welcome, and said that if Mr. Knowlden had talked five minutes longer his (the speaker's) father would have given him his job. Mr. Coldwell, too, was heartily applauded.

On Co-operation.

The toastmaster next introduced Arthur Coldwell, of the lawn mower shop, to speak on the subject of "Co-operation."

After some pleasant preliminary remarks, The solution of "Co-operation." He said that "Co-operation" prevailed at the works of the Coldwell Lawn Mower Company and one of its fruits was the good fellowship which prevailed between employers and employes.

The next speaker was Alfred D. Clinch, of Underhill, Clinch & Company of New York, who had long transacted business with this company, and is a prominent member of the Hardware Club of the metropolis.

Mr. Seeger called out Gavin R. M. Wilcox of the Coldwell Wilcox Company, and the president of the Newburgh Business Men's Association.

The Crowning Feature.

The toastmaster next said that the crowning feature of this gathering was the presence of the founder of the lawn mower business and of this company. No man had commenced life any humbler or had encountered greater obstacles than Thomas Coldwell. He had commenced at the bottom of the ladder and had succeeded in building up a great trade. At first people did not know what lawn mowers were and it had been necessary for Mr. Coldwell to get them in a frame of mind to buy them. His success in business had been attended by a loss of health, but now the business, is in such a condition that it is taking care of itself and Mr. Coldwell can devote time to an effort to restore his health. Mr. Seeger expressed the hope that in this effort also Mr. Coldwell would meet with success. He then called upon that gentleman to speak on the topic of "Success."

Address of Thomas Coldwell.

Mr. Coldwell said he was glad to be able to be there although there was nothing for him to do on account of the flow of eloquence that had gone on. He termed "Success" a big subject, but handled it earnestly, ably and well. He expressed the opinion that there never was a time in the history of the world when there was such a chance for a young man to succeed as now, and that no country offers the opportunity to him to succeed as this. He told incidents to show that English people of intelligence fully appreciate the advantages of the United States in this respect. We see this, he said, in some great Presidents, who had come up from poor boys, and by energy and industry had fitted themselves to hold the highest position in the gift of the nation.

One of the greatest elements of success, the speaker said, is a fixed purpose. In Georgia he had found five students who did not know what they expected to do in life. The greatest men who had ever lived, merchants and manufacturers, had formed a fixed purpose in life early. In this country the opportunity to succeed is given to every man and heredity and luck have nothing to do with success. Another thing is for a man to do the best he can. In a factory there are a few men who do their work thoroughly. They get the best pay and continue to work while others are laid off. The concern that makes the best goods makes the most money. This is the case in regard to the Maydole hammer and the Ames shovel.



THOMAS COLDWELL.

Third—A thing that is worth doing at all is worth doing well.

Another thing which tends to success is industry. There is too much at present of the boy who wants something for nothing, and of the one who prefers to work in a dry goods store for $4 a week so he can wear a starched shirt and not have to soil his hands with real work.

Another thing is economy. There are young men to-day who waste fortunes for things they could do without. The speaker cited Rockefeller, who when he was making three dollars a week, saved a good part of it. There is, Mr. Coldwell said, a vast difference between the man who pays interest and the man who takes it. If a young man at 20 saves $100, it will amount to $200 when he is 35, to $400 when he is 50 to $800 when he is 65. When he reaches the age of 100, if he lives so long, the amount will be $1,600. Save something, save early in life, earnestly urged Mr. Coldwell. He said that at six per cent. $1 will in 100 years amount to $340, and at eight per cent. it will be $2,000 at compound interest.

It is the same way with labor. Every day of work, when a young man gives a day of rest after passing the age of 60 years.

To succeed, he said, a man also needs character, and without it he will make a failure of life. "Pull" is good as long as we hang on to the rope. But when we let go of the rope

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we are lost. Success with a product lies in the character of the work put into it. The man who leaves out the Ten Commandments and the Golden Rule will never succeed.

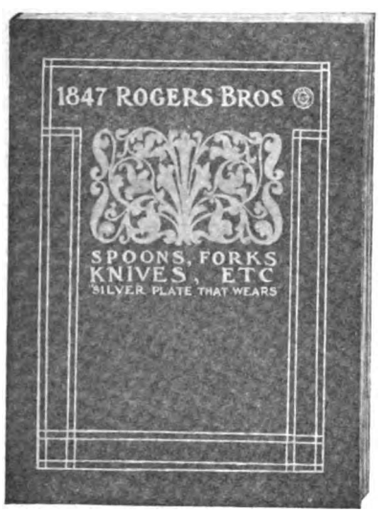
So don't think that you are simply laboring men, but determine to make your mark and better your position. The lower your position is when you start the greater will be the honor when you get up. Have a character and work hard and you will benefit yourself more than anybody else. Then, too, have a purpose. Make up your mind to do right and do it or die. That is what brings success and builds up a man as well as benefits him.

Great applause followed the intensely earnest, and really beautiful address of the genial and successful Mr. Coldwell.

The final speaker at the dinner was Hugh McCollom, one of the well known employes of the Coldwell Lawn Mower Company. He, too, told of the pleasant relations, which exist between the members of the company and its employes, and expressed a hope for the continued success of the company. The event was a particularly enjoyable one and reflects great credit upon company and employes alike.

"1847 ROGERS BROS." NEW CATALOGUE.

THE INTERNATIONAL SILVER COMPANY, Meriden, Conn., have issued for trade distribution a handsome booklet exploiting their 1847 Rogers Brothers plated silver ware. The illustrations are presented in groups which are arranged in an artistic manner that does credit to their goods. The cover, also, is a very fine one, showing the hand of the artist. We give herewith an illustration of it. The newer designs in "1847 Rogers Brothers" brand equal the best sterling silver in pattern, in finish and general excellence of making.



They have the shape, style and general appearance that can only result from long experience, combined with the determination to produce the best at whatever cost. Anything bearing the "1847 Rogers Brothers" stamp is guaranteed to give satisfaction in every particular; the reputation and financial standing of the largest makers of silver plate in the world is back of every piece bearing this trade mark, wherever bought. One may, with safety, buy from any dealer, any silver wear bearing the "1847 Rogers Brothers" trade mark, without argument or further investigation.

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A HANDSOME CALENDAR.

Harrington & Richardson Arms Co., Worcester, Mass., publish a calendar showing a handsome and attractive figure of a young lady of blonde persuasion, in evening reception dress of the most fashionable style for the central attraction of the artistic display; a handsome screen depicted by the artist, forms an admirable background for the display of feminine loveliness. The calendar proper is expressed in large figures in monthly installments, being attached to the picture alluded to; the name and address of the company embossed in the lithograph being accompanied by an illustration of a gun and revolver to identify the advertising. Readers mentioning HARDWARE while the supply lasts, will have one of the above mailed to them on application.

"WAY DOWN EAST" TRADE NOTES.

(From our Traveling Correspondent).

It may be true that there has been depressing fluctuations in the market price of securities in Wall Street—and there may be some nervous manufacturers who are reducing their output and rearranging the scale of wages in their mills; and in some parts of the country there may be a falling off in trade, but none of these things seem to have affected the Hardware dealers in Eastern New England.

Business has been exceptionally good all Summer in Maine, and Fall trade is larger than usual. This at least is the report from the jobbers in Boston and is confirmed by those of Portland and Bangor.

Rice & Miller, of Bangor, Me., are one of the representative jobbers of New England. In speaking of trade conditions Mr. Rice said: "Business has been good all Summer, and Winter trade has opened well. The demand for lumbering supplies is as good as in any former year." Rice & Miller carry an extensive stock and enjoy a good retail business which is carried on in connection with their jobbing trade. The sporting goods department is looked after by W. L. Miller, assisted by Robert O. Burr, who is recognized as one of the best-posted gun and fishing tackle men in New England.

Another well conducted Hardware business of Bangor is that of W. P. Dickey & Co. In addition to a general line of Hardware a very complete stock of paint, oils and glass is carried, as well as sporting goods. Fred. Dickey, of the firm, looks personally after the outside end of the business.

A new and very attractively arranged store is now occupied by the old established Hardware firm of Haines & Chambers Co. As this firm cater especially to wholesale business, the offices are arranged in the front half of the store, being partitioned off from the main store. The retail department is well fitted with up-to-date Warren glass covered shelving, which gives an exceeding bright and neat appearance to the store. Large plate glass show cases run the entire length of one side. A power elevator is in the middle of the store and all shipments are made from the rear. This concern's jobbing trade extends all through Eastern and Northern Maine.

One of the largest Hardware concerns in New England is located in Portland, Me. It was only about 25 years ago that Edwards & Walker opened, (then comparatively) a small Hardware store. The business has grown rapidly, until today the Edwards & Walker Co. occupy nearly a half block—in all about 9 or 10 single stores—and this in the heart of the best business part of Portland. This rapid growth is most remarkable and unusual among Eastern concerns. In the West, where the country has been fast building up by new settlement, business houses have grown, simply could not help but become large concerns. But here in Maine, where little new building is taking place, where merchants are near the source of supply, to see such development in a few years' time is proof of exceptional business ability and remarkable energy. The Edwards & Walker Co. are constantly enlarging their business by broadening the lines of goods carried.

Under the sign, "Eighty Years a Hardware Store," Talbot, Brooks & Ayer carry on a good retail business. This is one of the oldest Hardware establishments in Maine.

King & Dexter Co., of Portland, are a Hardware firm who believe in window advertising. The windows are large and in the rear and on the sides are plate glass mirrors, the woodwork being in oak. A very good line of carpenter's tools and supplies was recently being displayed by The King & Walker Co.

At 8 Free Street is the old established Hardware concern of N. M. Perkins & Co. This business now is owned by F. S. Bullard and W. G. Newhall. In speaking of trade conditions Mr. Bullard said: "We have no kick to make about trade. Business has been good. We sell the best lines of paints and oils and do a nice business on photographic supplies." In this latter line a complete stock of cameras and films are carried.

The Emery-Waterhouse Co. are a wholesale Hardware concern occupying the three large stores 143-5-7 Middle Street, and from Portland travel in most every part of Maine.

Out on Forest Avenue, Portland, C. Madison and W. A. Allen conduct the Hardware business known as Madison & Allen. A general line is carried and an up-to-date tin shop

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is maintained. Plumbing supplies and stoves are found to be a practical and profitable side line in connection with Hardware.

Manchester, N. H., has always been a good shopping centre. As a wholesale distributing point it has gradually become more prominent. In no small measure is this due to the success of the J. B. Varick Co. as a jobbing Hardware concern. This concern have now become known as carrying as large a stock and as complete a line as any other jobber—complete and prompt shipments together with close attention to customers' wants and customers' interests have been the factors that have built up the jobbing end of the Varick business. The stock carried by the J. B. Varick Co. represents everything that is suggested by the modern use of the word "Hardware." In addition to this a big line of silverware and jewelry, cut glass and leather goods is carried. On the second floor a splendid line of fur coats, robes and horse blankets is shown. The fur coat business of the concern is very extensive, more than 500 being sold annually. The sporting goods and bicycle departments are also on the second floor. The wholesale stock is carried on upper floors and in warehouses adjoining, altogether the store is exceedingly attractive, being modern in its fittings, with modern methods.

W. H. Underwood, who is the genial manager of the Manchester Hardware Co., said that he could make no complaint of business. "Our country trade is good," he continued, "collections being fully as good as in former years, and the outlook is for a profitable Winter trade." The Manchester Hardware Co. have recently changed the arrangement of their store, and have very much improved the appearance of it.

Another dealer of Manchester is T. J. Briggs, who carries a general line of Hardware.

Furnaces and stoves are dealt in largely by Pike & Heald Co., who are one of Manchester's largest concerns handling the line.

F. A. Dusting & Co. carry in addition to general Hardware a full line of paints, going extensively into mechanics' tools.

W. E. Goodwin is another of Manchester's exclusive retail Hardware merchants, and a good line of Builders' Hardware forms part of their stock.

Hardly one complaint was heard through New England of poor business; a few dealers told your correspondent that although the volume of business was somewhat less than in 1901, still the profits were more, as new and more profitable lines had been added. HAMMERNAIL.

CANADIAN WHOLESALE HARDWARE ASSOCIATION.

A largely attended meeting of the Canadian Wholesale Hardware Association was held in Montreal on Tuesday, December 15. Almost every house in Canada connected with the association was represented. In the absence of President F. O. Lewis, of Lewis Bros. & Co., Montreal, who is now in England, the chair was taken by Vice-President John Bowman, of London. The following gentlemen were present at the meeting:

John Bowman, of The J. Bowman Hardware Company, London; Thos. Birkett, Sr., of The Thos. Birkett & Son Company, Limited, Ottawa; C. A. Whitman, of The Hobbs Hardware Company, London, Ont.; T. H. Newman, of Caverhill, Leamont & Company, Montreal; T. G. Dexter, of H. S. Howland, Sons & Company, Toronto; C. M. Strange, of Lewis Bros. and Company, Montreal; Wm. Starke, of The Starke Hardware Company, Montreal; T. B. Lee, of Rice, Lewis & Son, Toronto; Alfred Jeannotte, of L. N. Hebert, Montreal; James Hardy, of Jenkins & Hardy, Toronto; A. Lemieux, of Chinie Hardware Company, Quebec; William Vallance, of Wood, Vallance & Company, Hamilton; J. Seybold, of Seybold, Sons & Company, Montreal; J. S. Farrell, of The American Steel & Wire Company. A large amount of routine business was transacted.

THE HERCULES POST HOLE DIGGER.

When a manufacturer has achieved an honorable reputation for manufacturing a reputable article, which by expensive advertising, creates a field of its own, and meets with ready sale wherever introduced, the most irritating condition that confronts him, is to find that dealers, who should support his integrity of purpose, lend themselves to the foisting of the cheaper imitations of his competitor on their customers, which they are able to do, only by conveying the idea the article offered is the one called for. Such treatment has called for the following cautionary letter to the trade:

To the Hardware Jobber—

Dear Sirs: We learn there is a digger being offered that is practically an exact imitation of our Hercules, and that it is offered under that name, and also being sold by some jobbers under that name. We therefore appeal to your sense of honor, under no consideration to offer that Digger as the Hercules Digger. That name belongs to us as applied to Post Hole Digger. Our attorneys have advised us that the Courts are very liberal in protecting manufacturers against the use of trade names by competitors who imitate their goods and try to take their trade by offering them under the same or similar names that would confuse the dealer and the public. Also as against parties who sell them under the same name. The name of Hercules must not be used in offering Post Hole Diggers except for our make, nor even a similar name that is liable to confuse dealers and the public. The imitation has blades made of soft steel, with no edge whatever, which will make it difficult to dig with. We will protect you on prices against these imitations. We solicit your valued orders, and wishing you the compliments of the season, we remain, Yours respectfully,

F. E. KOHLER & Co.

ADDITIONS TO THE SLAYMAKER LINE OF PADLOCKS.

William Wilcox Mfg. Co., of Middletown, Conn., have sold their entire padlock and French Rim Dead Lock business, including tools, balance of stock, good will, etc., to S. R. Slaymaker, manufacturer of Padlocks, Night Latches and Hardware specialties, of Lancaster, Pa., for whom John H. Graham & Co., No. 113 Chambers Street, New York, with offices at San Francisco, Cal., London, Eng., and Copenhagen, Denmark, are general sales agents. The Wilcox Mfg. Company were the only makers in the United States of French Rim Locks; their line of Padlocks having been known as one of the leading lines in this country (they having been, at the time of their retirement, the second to the oldest makers of such padlocks in the United States) and there has been added from time to time such padlocks as were necessary to keep fully up to date. The addition of their lines of padlocks and French Rim Locks to the line as already made by S. R. Slaymaker, will give the Slaymaker factory a considerably larger variety of these goods, and places them in position to fill orders practically for every type of padlock now on the market. We are informed that deliveries of French Rim Locks and of the Wilcox Padlocks can be made by S. R. Slaymaker immediately after the first of the year and that all orders for the Wilcox line should in future be sent either through John H. Graham & Co., as sales agents or direct to S. R. Slaymaker's factory.

BUFFALO TRADE NOTES.

The International Aluminum Company has been incorporated at Buffalo, N. Y., with a capital of $10,000, to act as wholesale and retail dealers in aluminum and its products and articles manufactured therefrom. The directors are Clarence A. Nelson, William H. Dunn and Albert A. Fennyvessey, all of Buffalo.

♣

The Buffalo Electric Supply Company and the Buffalo Electric Construction Company have been incorporated at Buffalo, N. Y., each with a capital stock of $5,000. The directors for both companies are Lawrence J. Mayer, Joseph B. Mayer, Jeremiah J. O'Leary, William J. Niles and Peter C. Schatrum

♣

The National Gate Company has been incorporated at Deansboro, N. Y., with a capital of $15,000, for the manufacture of patent automatic gates. A factory will be erected at once and equipped with power drills, forges, pipe cutting and threading machines, saws, etc.

♣

A gentleman should always be known by the company he keeps.

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RECENT TRADE PUBLICATIONS.

THE BALDWIN REFRIGERATOR CO., Burlington, Vt., have recently issued a very fine catalogue containing 96 pages, devoted entirely to their Dry-Air Refrigerators, metal, spruce and porcelain lined refrigerators and sectional coolers. The Baldwin Company manufacture 150 popular styles and sizes in hardwood and softwood, a larger assortment, they claim, than is manufactured by any other concern, and the dealer who handles the Baldwin, they state, is not obliged to purchase from several sources in order to get a sufficient variety to meet the wants of his different classes of customers. The Baldwin positive circulation consists of a long flue through which the cold air enters bottom of storage chamber. The cold air falls to the lowest point through an air-duct or flue, and entering the provision compartment displaces the lighter air, forcing it upward through the provision chamber to its highest point, where it escapes through an air-duct into top of ice room. The constant falling of the coldest air through the long flue, and the rising of the lighter air creates a positive circulation of pure, cold, dry air upward through its provision chamber, carrying odorous gases or vapors arising from the contents instantly into the ice chamber; all moisture and impurities are condensed on the ice, passing off through a drip pipe. The coldest and heaviest air having thus been relieved of all moisture and impurities, enters the provision room perfectly pure, cold and dry, the three necessary conditions for the preservation of any perishable article. The catalogue gives, besides illustrations of the refrigerators, views showing the circulation of air. Those interested will find much useful information in this catalogue, which the manufacturers will be glad to send upon request.

CORTRIGHT METAL ROOFING COMPANY, Philadelphia, Pa., and Chicago, Ill., are sending out an extremely handsome catalogue, being a book of ideas and suggestions about roofing for anybody who wants a good roof; telling why you ought to prefer Cortright roofing. The cover of the catalogue has on it a picture (somewhat reminding one of a certain picture of Spotless Town fame) of red roofs underneath which is inscribed "The Clinching Argument Concerning That Roof." The book itself is a work of art, the pictures throughout being made from photographs of buildings covered with Cortright roofing. It does not aim to tell the architect how to plan, or the builder how to build, or the roofer how to roof, but they do aim to convince all three, and the owner to boot, that if they "want a good roof that satisfies, they want Cortright Metal Roofing." The Cortright Roofing, by its special patented features, automatically expands or contracts without the slightest injury to the material or to its absolute storm proof tightness. The tightness of the Cortright roofing is its strongest feature. For the past eighteen years it has "been tested in the tornadoes of the tronics, the hurricanes of the West, and in the snowy gales of the North, and never has been found wanting in its power to do its duty as a protection from the elements." The booklet above referred to will be found very valuable for those interested in roofs.

THE F. B. SHUSTER COMPANY, New Haven, Conn., are sending out a very fine catalogue of 70 pages devoted to their straightening, cutting and riveting machinery, and machinery and tools for the manufacture of Hardware, bicycles, sheet metal, saddlery and wire goods; special automatic wire and sheet metal forming machinery; blanking, drawing and combination dies, sub-press, drop and forming dies and tools. The catalogue is a high grade one and the illustrations, of which there is a large number, are very fine, showing simply one machine of a certain class, representing one of the several sizes and styles of machines built by the F. B. Shuster Company. They also illustrate some of the special types of straightening and cutting machines for handling strip and sheet metal which they have at different times, been called upon to build to suit the requirements of their customers.

THE DAVID BELL ENGINEERING WORKS, Buffalo, N. Y., have recently issued an attractive catalogue under the title of "Bell's Steam Hammer," devoted exclusively to steam hammers, which they make a specialty. They are manufactured in twelve sizes, ranging from 250 to 1,600 pounds falling weight. These hammers are used by manufacturers of architectural iron, agricultural implements, bolts and nuts, bridges, bricks, boilers, cars, couplings, conveying machinery, car wheels, chemicals from wood products, engines, edge tools, electrical machinery, fire engines, forgings for mill machinery, machine tools, oil-well tools, plantation machinery, polished shafting, plumbing supplies, safes, steam pumps, ships, scales, stamped wares, etc.; also by miners of coal, copper, iron, etc.; stone quarries, dredging contractors, rolling mills, tin plate mills, etc. There are interesting descriptions and many finely engraved half-tone illustrations in the catalogue, copies of which will be sent to anyone interested in this class of manufactures.

THE CROSBY COMPANY, Buffalo, N. Y., in their 1904 catalogue of bicycle parts present a most attractive booklet of 44 pages. The company call attention to the fact that they have established themselves in a new home, 177-187 Pratt Street, a large and splendidly lighted factory building, which they have equipped with an electric power plant, and are running with power generated at Niagara Falls. In addition, they maintain an auxiliary steam power plant, so that the danger of a breakdown is reduced to a minimum. The company make a point of carrying in stock a considerable quantity of all those pieces which may be properly termed standard, such as head sets, fork crowns, rear fork ends, chain adjustments, frame braces, and the heads, clusters and crank brackets for their regular 1 inch and 1⅛ inch frames, both flush and outside joint. They are therefore able to make prompt shipment of orders for all such parts. All other pieces must be made to order, but this ordinarily does not cause much delay, owing to the large stock of steel of all sizes constantly carried in stock.

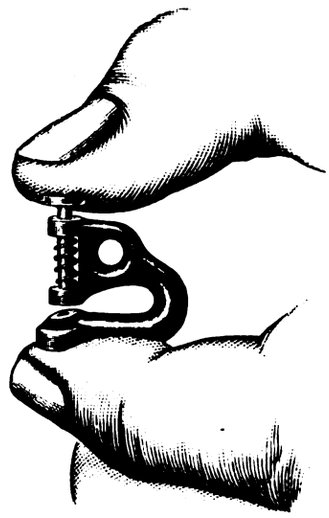
CIRCULARS, ETC. Among the large number of circular and similar matter which has been brought to our notice are the following:—THE SUNLIGHT LAVA MANUFACTURING CO., Chattanooga, Tenn., a circular illustrating and describing their Sunlight Acetylene Burners; several from IWAN BROTHERS, Streator, Ill., exploiting their serrated hay knives, post hole and well augers, volcano revolving and ventilating chimney pot and drain cleaner; FOX TYPEWRITER CO., LTD., Grand Rapids, Mich., on their typewriter ribbons; THE DIAMOND SAW & STAMPING WORKS, Buffalo, N. Y., two attractive folders illustrating, describing and pricing their Hack Saw frames and hack saw blades; COSMOPOLITAN LIGHT CO., 41-45 State Street, Chicago, Ill., a card regarding their mantles; SPRING STEEL FENCE & WIRE CO., Anderson, Ind., folder exploiting their Shimmer fence; KENOSHA JACK MANUFACTURING CO., Kenosha, Wis., and 11 Warren Street, New York, folder regarding their auto-jack; SAWYER TOOL MANUFACTURING CO., Fitchburg, Mass., circular regarding their Prouty wire valve wheel; THE DAISY MANUFACTURING COMPANY, Plymouth, Mich., folder referring to their Daisy air rifles; J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., folder illustrating and pricing their No. 165 Shotgun; THE BLUFFTON MANUFACTURING CO., Bluffton, Ind., 6 leaf folder illustrating and describing their washing machines; DAVIS ACETYLENE CO., Elkhart, Ind., circular exploiting their lump feed generators; OHIO COOKER CO., Toledo, Ohio, two folders illustrating and describing their wire-cone incandescent toaster and their household damper-radiator; KANSAS CITY HAY PRESS COMPANY, Kansas City, Mo., a large circular extensively illustrating their line of hay-presses; F. & G. HAAG & CO., 170-172 Center Street, New York, large double page circular having reference to their line of razors, razor strops, shears and clippers; NASHUA NOVELTY WORKS, Nashua, N. H., a 30 by 15-inch circular of illustrations of their opera and folding chairs, giving descriptions of same, and a small circular from the SAWYER TOOL MANUFACTURING CO., Fitchburg, Mass., referring to their key seat rule blocks No. 27.

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NEW GOODS AND SPECIALTIES.

THE NATIONAL CARD PUNCH.

Matt. Redlinger, Freeport. Ill., is the manufacturer of the clever device which we illustrate, showing a convenient punch that may be carried on a key chain, and which will be found useful for marking books, cards, tags, checks, etc. They

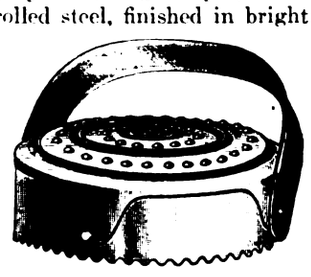


NATIONAL CARD PUNCH.

are marketed under the name of the National Card Punch, are accurately made, and neatly finished in nickel plate. They are put up on cards holding one dozen, and are designed to be retailed at 25 cents each. Dealers will find a number of other salable specialties made by Mr. Redlinger, who, upon request, will forward complete set of circulars, giving detailed information.

THE IDEAL CURRY COMB.

The Metal Stamping Company, Niagara Falls, N. Y., are the manufacturers of the Ideal Curry Comb, an illustration of which is given herewith. This serviceable article is really a combined curry comb and scraper, made of the highest quality of cold rolled steel, finished in bright colored enam-



IDEAL CURRY COMB.

els, the tin top with which it is crowned, being in brass finish. It is designed to be a handy curry comb and yet one capable of rapid and thorough work. It is well adapted to use one in each hand, and is a perfect self-cleaner. By revolving the body within the handle it can be changed from a comb to a scraper and back again in a second. As a scraper or rubber it is claimed to be a perfect tool for grooming a clipped, nervous or thin-skinned horse, or for cleaning the legs or other irregular surfaces. It is always ready, does not get out of order, and will last with care indefinitely.

THE SIGNAL MAIL BOX.

The Signal Mail Box Co., 104 Benton Street, Joliet, Ill., are placing upon the market, through the Hardware trade, the Signal Mail Box, designed especially for the Rural Free Delivery. We give an illustration herewith. It is substantially constructed of larger size than usual with this class of specialties, and quite handsome in appearance. Having had the special endorsement of the postmaster general, it has already become well and favorably known. It is claimed that carriers prefer it on account of its roominess, and from the fact that its construction makes it unnecessary to leave the wagon when depositing any mail. As the manufacturers make its sale an easy one by advertising its meritorious features in the leading journals, it is a favorite mail box with wide awake dealers who are glad to gain increased sales without increased expense. Dealers desiring to add this

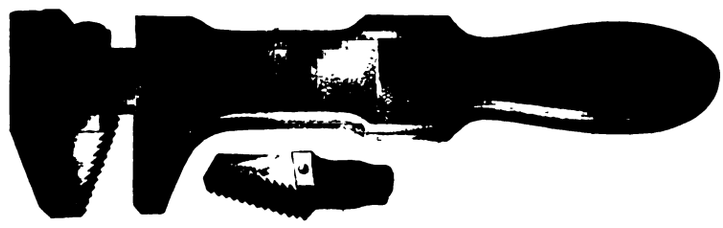


SIGNAL MAIL BOX.

mail box to their line of salable specialties, should correspond at once with the manufacturers as a sample box to show would instigate more sales than a simple description. The advertisement of the company will be found elsewhere in our columns.

PIPE WRENCH ATTACHMENT.

The Billings & Spencer Company, Hartford, Conn., are introducing to the tool trade the pipe wrench attachment illustrated herewith. It is intended for use on the B. & S. 6 and 8-inch adjustable wrenches. It consists of a serrated tool steel jaw, with a tempered spring attachment, which serves to hold the jaw in place. The attachment is easily removed and can be used for either right or left hand threads by simply reversing its position on the wrench, or, if prefer-



PIPE WRENCH ATTACHMENT.

red, by changing the working position of the wrench. This useful addition to the equipment of these wrenches makes it possible to convert them into pipe wrenches in a few moments, and they can be used on pipe up to and including ¾-inch in diameter.

YAWMAN SASH LIFT AND VENTILATOR.

The Rochester Automatic Oiler and Supply Co., Rochester, N. Y., are introducing through the Hardware trade the Yawman Sash Lift and Ventilator, of which illustrations are here presented, it being the latest device for furnishing



FIG. 1—VENTILATOR CLOSED.

fresh air and perfect ventilation to offices, schools and private residences. The "Yawman" Lift is made of brass

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plate and highly finished in polished plain brass, plain nickel, copper oxydized bronze or ebony. Screws to match finish are furnished with the lift. The lift can be fitted to any

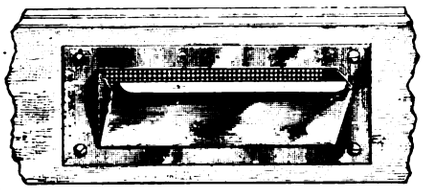
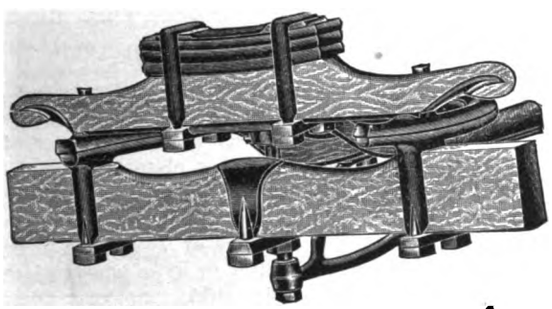


FIG. 2—VENTILATOR OPEN.

sash measuring three inches or more. The ventilator consists of a brass plate, as shown in Fig. 1, fastened on the inner side of the bottom rail of a window sash. The part that serves as a lift is curved at the top so as to afford a convenient means of raising the sash with the hands. An opening 4½ inches long and 1 1-2 inches wide is made entirely through the window sash, as shown in Fig. 3, and on the opposite or outside of the sash, covering this opening, is screwed a perforated brass plate, so as to admit the free passage of air. By pulling forward on the curved projecting piece, as shown in Fig. 1, the ventilator is opened as in Fig. 2; a glimpse of the outside perforated plate being given in Fig. 2. The ventilator can be left open little or much, as desired, the window remaining securely fastened and locked in position at all times. The "Yawman" ventilates without a direct draft and furnishes fresh air night and day. It can be fitted to a window by any one competent to use a brace and bit. On large windows two lifts may be placed, one at each end. Having no springs or parts to get out of order, and being made of solid brass, which does not rust, makes it a desirable specialty to sell.

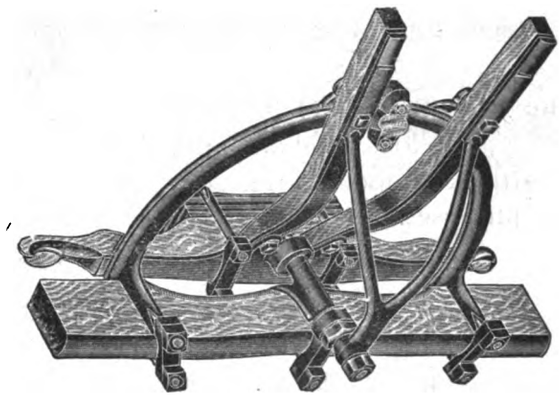
NEW REAR KING BOLT DEVICE.

The Columbus Bolt Works, Columbus, Ohio, have recently invented and are now manufacturing a new Rear King Bolt Device that they claim will supercede both the center King bolt and the rear King bolt devices upon the higher grade of vehicles. We give illustrations herewith showing the prospective front view and the prospective rear view. It will be noticed that one leg of the King Bolt continuing downward to the brace and upwards into the projection on the rear side of the head block plate is made the axis upon



PROSPECTIVE FRONT VIEW.

which the axle turns. Beside the advantage of the vehicle turning in a shorter space the objection of the key bolt passing through the spring, it is claimed, is entirely obviated. Probably more trouble and annoyance grows out of the King bolt projecting through the head block and the spring on high grade work than any other part of the vehicle. Another great advantage is the facility with which it can be adjusted, as a little difference in the size of the wood can be taken up with the nuts upon the leg of the King Bolt which, as before noted, comprises the pivots upon which the axle turns. The upper projection is made necessarily small in order not to cut away too much of the head block in the spring, and even then the leaves of the spring break oftener through the section which have the holes in the King bolt than in any other part. This device, it is claimed not only overcomes this, but being pivoted in the rear of the axle the vehicle has a shorter turn, and any repairs which may be necessary can be made with less trouble, as the parts are few and accessible. Should a desire exist to examine the device more closely, a mounted set will be sent by the company, the only expense to the dealer or manufacturer will be the express charges; the same to be held subject to their



PROSPECTIVE REAR VIEW.

order for return or shipment elsewhere. Further information with regard to this important device will be furnished in the shape of a circular by the manufacturers who consider it as one of the best minor improvements that have been brought out for a long time.

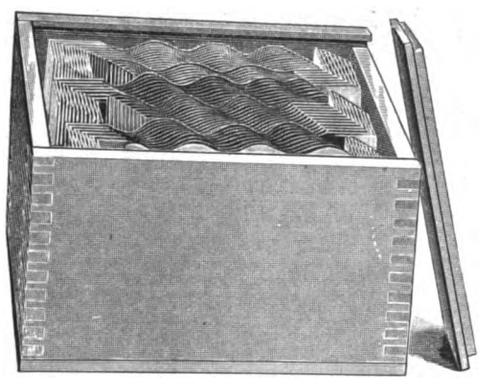
THE NIAGARA WALL TIE OR BRICK BOND.

Among the similar specialties of this character manufactured by the Metal Stamping Company of Niagara Falls, N. Y., the Niagara wall tie or brick bond has already achieved considerable popularity among modern builders. They are ⅞ in. wide x 7½ in. long, and are made of the best steel, and galvanized. They are guaranteed to have an average



NIAGARA WALL TIE.

breaking strain of 800 lbs. each. When it is considered that, bedded in a wall, ten of these ties are claimed, represent a resistance of eight thousand pounds to any tendency to spread, bulge, crack or swerve, some idea will be formed as to their value in stiffening and strengthening a wall. Their use, it is claimed, strengthens a brick wall more than an addition of one width of brick. They make a perfect and solid connection between facing brick and the poorer brick used for backing, and are easily bent at the middle to conform to uneven surfaces. Placed lengthwise around openings, and crosswise throughout the wall, even in moderate numbers, the addition to the strength and security of the wall is something remarkable. They are abundantly strong, and once bedded in mortar an initial movement is practically im-



MODE OF PACKING ADOPTED.

possible without breaking them. They weigh about 4½ lbs. per gross, and are snugly packed three gross in a wood box with locked and glued corners and sliding cover, making them exceedingly convenient for the builder on the wall. These boxes are packed four, eight or twelve in a good case, weighing ready for shipment about 65, 120 and 180 lbs. respectively.

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NEW U. M. C. PRODUCTS.



The 32 Automatic Colt Pistol is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the automatic Colt pistol (pocket model). Those with the soft point bullets will be found desirable for sporting purposes.



These cartridges are also made with metal cased bullets and are accurate for target purposes at ranges suitable to pocket pistols.

RIM FIRE CARTRIDGES.

New 22 short ungreased, 22 long ungreased and 22 Winchester ungreased are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys are calling for these cartridges as they can be carried loose in the pocket without the old inconvenience of the greased cartridges. They will not lead the gun.

U. M. C. ammunition shoots well in any make gun.

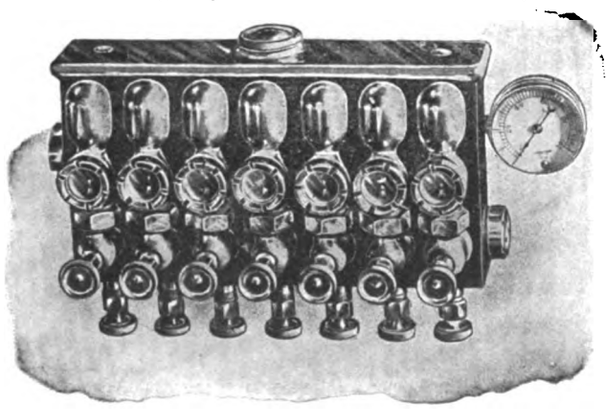
The Union Metallic Cartridge Co.,
BRIDGEPORT CONN.

Agency.
313-15 Broadway,
New York City.

Depot.
86-88 First St.,
San Francisco, Cal.

THE CRANDALL MECHANICAL LUBRICATOR.

The National Sewing Machine Co., Belvidere, Ill., has recently issued an extremely interesting pamphlet on "The Crandall Mechanical Lubricator" the patent for which they have purchased, and which device they are pushing, knowing the excellent merit contained in it. They are endeavoring to interest the automobile trade for the reason that a device of this nature is urgently demanded. This lubricator, however,



CRANDALL MECHANICAL LUBRICATOR.

possesses equal value for use on steam engines, stationary, locomotives and marine; and is also of great value in electric light plants and in large power plants of all kinds. The catalogue sets forth the special advantages wherein it accomplishes much that no other lubricator has accomplished. We present herewith a cut illustrating the pressure reservoir, together with the sight feeders, pressure gauge, etc. The Crandall Mechanical Lubricator can be furnished with any number of feeds desired, from six up. The equipment, as supplied, includes the pressure reservoir with sight feeders, the pressure gauge, the pressure-regulating valve, the pump complete with connections, the oil supply tank and connections, the check valves for oil feeds, briefly, the entire and complete device except the tubing, the nature and amount of which necessarily varies in different cars. Complete illustrated instructions for installation and operation are furnished with each oiler.

A HANDSOME VEHICLE CATALOGUE.

H. A. Moyer, Syracuse, N. Y., has issued a 1904 catalogue, and it is one of the very finest we have ever noticed. The cover is made to represent black hair-cloth in the center of which is an oblong, antique copper finish plate bearing the words "Moyer, 1904." The book is entirely devoted to large, handsomely engraved illustrations of their different style carriages, with just the name under each one. H. A. Moyer guarantees all goods purchased of him to be of good material, and should any breakage occur within one year from date of purchase from him by reason of defective material or workmanship, repairs will be furnished free of charge at the factory, upon production of the broken parts as evidence, but he will in no case allow charges for repairs unless a satisfactory price has been previously agreed upon with him or his agents.

A CALENDAR WORTH KEEPING.

One of the neatest and showiest calendars we have yet received is that issued by the Belfont Iron Works Company, Ironton, Ohio, depicting a very handsome fencing girl at rest, in a pose as effective as it is modest. The colors used are all in subdued harmony, making the calendar available for any position at home, in the store or office. The entire tout ensemble of the figure which forms the centre of the picture is of the most artistic kind, and certainly merits the preservation which the calendar will surely receive.

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A New England paper told about "a drove of hogs floating down the Connecticut River" instead of "a drive of logs."

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REVIEW OF THE MARKETS.

WIRE NAILS: The market for Wire Nails is held fairly firm with a feeling that if any change takes place in the price of billets it is just as well to have contracts protected in case of a corresponding decline. With an assurance of this kind less hesitancy is shown in booking orders on which future specifications can be called for. For immediate use concessions of trifling moment are demanded and slight shading of regular price is expected. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York. The demand for local requirements is fairly active, but mostly for immediate use, and in quantities not over and above extensive. The quotations are as follows:

Single carloads	$2.10
Small lots from store	$2.15 to $2.20

CUT NAILS: At the meeting of the Cut Nail Association, which was being held when our last issue was being printed, the November prices on Steel Nails were reaffirmed for December, but the Western price on Iron Nails was reduced 10 cents a keg, making them the same price as Steel Nails. It is contemplated to make a more limited output by closing some of the mills during the holidays. The resumption at a later date will depend upon the condition of the stock on hand at individual mills, no concerted action being contemplated, the desire being to brace the market as much as anything. Quotations are as follows:

In carload lots	$1.90 base
Less than carload lots	$1.95

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. A fairly satisfactory demand exists for local consumption with quotations as follows:

Carloads on dock	$2.04½
Less than carloads on dock	2.12½
Small lots from store	2.20

BARB WIRE: The demand for Barb Wire is considered light by comparison, being only for actual wants, and while an occasional shading below market prices is referred to, the following quotations represent the market: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE: With a business on Smooth Wire still prevailing in excess of quantities marketed a year ago, showing a fairly active market at this late day, prices under the circumstances have been somewhat irregular under pressure; the following are considered to represent the market as quoted: f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.80
Retailers, carloads	1.85
Less than carloads	1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

LINSEED OIL. The following quotations on "City" Raw Oil are the latest announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...38 cents per gallon.
In lots of 5 barrels or more....37 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

CORDAGE: There is not a large business being done in Rope, and even that is on the cheaper grades. The market at quotations given below is held quite firm for the grades of rope referred to, with the usual rebate for large lots. The following quotations represent the market:

Pure Manila, 7-16 inch and larger	12
⅜ inch	12½
¼ inch and 5-16	13
Pure Sisal, 7-16 inch and larger	9½
No. 2 Sisal, 7-16 inch and larger	8½
⅜ inch	9
¼ inch and 5-16 inch	9½
Lath Yarn, Medium and Coarse	8½
Jute Rope, No. 1	6½
No. 2	6

THE PITTSBURGH TRADE.

The closing month of 1903 finds the Pittsburgh Hardware trade doing a moderate amount of business. The severe slump in the steel and iron trade is felt throughout this section among merchants as it must of necessity be, but we are glad to see signs of returning activity already. Reductions of wages are being made and accepted, as they are merely a return to the rate paid a year or two since in normal times and which are necessary to produce steel at present prices. Winter weather has ruled since Thanksgiving Day, making a large demand for cold weather goods—sales of skates, gas stoves and horse blankets have been large and still continue. We wish your readers a Merry Xmas and a Happy and Prosperous New Year. LOGAN-GREGG HARDWARE CO.

THE BALTIMORE TRADE.

(*From an Occasional Correspondent*).

Business is quite dull here among the retail stores, and just to think Christmas but two weeks off. All the shoppers seem to be attracted by the large and varied display in the large department stores, where you can obtain most anything without going to any other store. They even serve dinner or meals in order so that the shopper is held until he or she has purchased what is required. My opinion is that time is coming when we will be compelled to pay for the "air we breathe"—and a charge of a "nickel in the slot" to keep warm by steam heat or by a red hot stove. The fact is the people are going at a too rapid rate in a business sense and overdoing things, as it were, and in 1904 there will be some great changes and revelations in business. Would you believe if I tell you that in making my rounds among the retail Hardware trade, that I have found several merchants taking a "nap" in the afternoon and wake up at 6 P. M.?

A. B. C.

THE CINCINNATI TRADE.

"Nothin' doin', takin' stock," is the greeting met with upon visiting the Cincinnati Hardware Jobbers just now. The traveling salesmen have all been in for the past two weeks and everybody is in the midst of stock taking. The jobbers say they cannot tell just how they will come out until the stock taking is completed which is to be very thorough and will not be completed until January 1st. All express the opinion that the year 1903 has been favorable towards placing a larger credit on the ledgers than ever before and are wishing everybody a Merry Christmas in anticipation of the looked for good year's results. Felix Bahlmann, of The Kruse & Bahlmann Hardware Company said his company as well as the other wholesale houses realize that their stocks are too low for the Spring business and are ordering goods every day. The farmers have money and the financial alarm in the East has not affected Cincinnati in the least, and there is no reason to doubt but that the new year's business will be started in with a rush for goods and we are getting ready to meet the expected demand. Very few changes in prices. The Powell & Clement gun store on Main Street has been very popular all month selling crowds by day and burglarized by

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night. Three attempts at burglary have been made in one week. The Mineralized Rubber Company, 18 Cliff Street, New York, is making an effort for business in rubber goods in Cincinnati, the line being very well thought of by the trade.

THE CHICAGO TRADE.

We have experienced little interference thus far with our regular winter's trade from cheaper prices in the Hardware line. The declines that have occurred are not large, and to some extent are offset by higher prices in some other lines. From our own personal experience the demand, especially from agricultural sections, is fully as strong as one year ago at this time. Future orders are coming to us in large volume so that unless present indications fail, we will have an exceedingly large and prosperous trade for the first quarter of the new year. We have just finished our inventory and closed our books for the past year which was quite satisfactory in its results. WELLS & NELLEGAR CO.

THE SAGINAW TRADE.

We are having extremely cold weather and fine sleighing. Some of the ice companies are harvesting their ice. The cold weather has stimulated trade on horse blankets, fur robes, and holiday goods. Although the severe weather has temporarily checked all building and other out-of-door improvements, there are on the way at the present time, a one-hundred-and-fifty thousand dollar lift bridge, and a Manual Training school costing $175,000, and an electric road from Saginaw to Flint, and other improvements, and as soon as the weather moderates, we expect business to improve. The Pere Marquette Railroad within the last week have made terminal arrangements in the City of Chicago, and are running two passenger trains daily, with vestibule cars, dining cars, etc., in fact, a first-class train. This gives us the third road from Saginaw to Chicago. The farmers about here are getting good prices for their crops, and the sugar factories are still running. There is produced in this valley, sugar, coal and salt, more than enough to supply its inhabitants. We hope for a good business in 1904.

MORLEY BROTHERS.

THE OMAHA TRADE.

Trade during the past week has been somewhat below the average. The conservative disposition exhibited by our Eastern friends apparently having extended in a moderate way toward the West. The tendency appears to be to buy only actual necessities and those from hand to mouth though with an average of good fair crops, good prices, a surplus of cash and excellent prospects for the future, there appears to be no good reason for this condition of affairs to exist. It is the expectation that a fair volume of business will set in after the first of the year and in the event that general expectations are disappointing it will simply be owing to the fact that business will be slack not because of any decrease in the purchasing power of the community but simply owing to a spasm of conservatism and economy which may be short and may possibly last longer than we anticipate.

WRIGHT & WILHELMY CO.

THE ST. PAUL TRADE.

When we consider that this year has almost passed away and that everything considered it has been a year full of good things with but a slight mixture of things not good, we feel thankful that our lines have fallen in such pleasant ways. The trials of strikes, disasters and troubles of every kind have been borne and are things of the past. We have first before us the holiday season full of its pleasant surprises. Then comes again the New Year. With renewed energy we face the trials and difficulties which may arise. We make up our minds to beat them down and throw them aside being sure that honest dealing, justice and right will surmount all troubles which may confront us. How many and how great these may be is uncertain, but we will brush them aside and keep on progressing towards success. Failure is a word we will not acknowledge as existing.

From our standpoint we do not believe that unusual conditions will exist in 1904. We do not believe that the same great prosperity which has existed all over our country can be in store for us for next year as so many peculiar condi-

New..

Models

AND

New..

Prices

for 1904

◆◆◆◆◆◆◆◆

See Our Line

BEFORE PLACING

YOUR ORDERS FOR

SHOTGUNS
RIFLES
or
REVOLVERS

◆◆◆◆◆◆◆◆

The Hopkins & Allen Arms Company

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

tions have shown their front, but we believe that a readjustment of values must be made—how great or how small these will be and how much they will affect our own business and the Hardware business is a matter of conjection which we at this time do not care to prophecy about, but we will say that no great revolution of prices will take place—simply an adjustment to new conditions. Our trade is good. Holiday goods have sold in larger quantities than ever before and the prospect for next Spring is as favorable as we could expect.

HACKETT, WALTHER, GATES HARDWARE CO.

THE PHILADELPHIA TRADE.

1903 is soon to be numbered among the years of the past, and so our thoughts to-day are mainly concerned in stock-taking and winding up the old year preparatory to making a start in 1904, and this entails the usual amount of hard work, both in the store and the office, but until it is out of the way very little can be done in the way of active business. The weather has been most favorable for retail trade, the month of December having been clear and cold and the demand for Skates, Sleds, Sleigh Bells and other Winter goods quite heavy, but it has been somewhat of a disappointment that the week immediately preceding Christmas should have had a rise in temperature. The holiday trade seems to be moving in fair volume, and judging from the activities of the express companies and the various retail stores, a large amount of money is being expended. It is the general belief that the cold weather this month has enabled the retail trade to work off their stock of Skates and Winter goods, and if so this will not only give them cash for Spring purchases, but will bring them the empty shelves which are always an inducement for generous buying. Inquiry made of the general market shows comparatively few changes in prices, although manufacturers of staple goods are complaining that profits are being squeezed out, and that such goods as Bolts are being sold at less than cost. The wild market on cotton is taking braided cord almost out of sight, but there seems to be no probability of any let-up in the future. We take this opportunity of wishing your readers the compliments of the season, and are,

BIDDLE HARDWARE CO.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED DEC. 7, 1903.

353,660. SAD IRON HANDLE, J. F. Bless, Newark, N. J.

353,678. REFLECTOR ATTACHMENT FOR LANTERNS, J. Hirth, St. Louis, Mo.

353,686. BLACKSMITHS' FURNACE, H. D. King, Hackensack, N. J.

353,722. EXTENSION LADDER, M. C. Walls, Clayton, Ind.

353,724. MEANS FOR FASTENING SCREEN CLOTH TO DOORS, C. Whitaker, St. Louis, Mo.

353,846. SPIRIT LEVEL, G. Cook, Watertown, N. Y.

353,976. SAD IRON, M. J. Shimer, Freemansburg, Pa.

PATENTS ISSUED DEC. 8, 1903.

746,113. WRENCH, C. S. Leland, Mt. Desert, Me.

746,130. SAW HANDLE, G. W. McMillian, Euston, La.

746,195. ADJUSTABLE CAN OPENER, F. L. Stork, Dayton, O.

746,213. DOUBLE H BOILER, A. J. Wentzel, West Superior, Wis.

746,272. SPRING HINGE, E. Bommer, New York, N. Y.

746,285. PLANE, J. W. Carleton and G. E. Trask, New Britain, Conn.

PATENTS EXPIRED DEC. 14, 1903.

354,090. LANTERN, C. Bergener, Rochester, N. Y.

354,113. WASH BOARD, E. Ellingen, Mineral Point, Wis.

354,123. ORNAMENTAL NAIL HEAD, J. W. Flynn, New York, N. Y.

354,151. LANTERN FRAME, F. Kaczerowski, Chicago, Ill.

354,162. SASH BALANCE, J. MacArthur, Rochester, N. Y.

354,196. SAFETY RAZOR, F. Kampfe, O. Kampfe and R. Kampfe, Brooklyn, N. Y.

354, 359. HANDLES FOR SCREW DRIVERS & OTHER TOOLS, J. C. Spencer, Rochester, N. Y.

PATENTS ISSUED DEC. 15, 1903.

746,712. MONKEY WRENCH, S. E. Landis, Cumberland, Md.

746,762. FAUCET, E. Totham and C. F. Merwin, New Haven, Conn.

NEW ENGLAND HARDWARE ASSOCIATION PRESENTS TO ITS PAST PRESIDENT A HANDSOME GAVEL.

Samuel A. Bigelow, past president of the New England Iron & Hardware Association, was presented with a handsome gavel on December 15 at the regular bi-monthly dinner of the stockholders of that organization. The gift was made to commemorate Mr. Bigelow's election in November to the presidency of the National Hardware Association. The presentation address was made by James N. Frye, of Frye, Phipps & Co. "Knowing full well, as we do," said Mr. Frye, "the tendency to ignore New England in the administration of national affairs, it is not surprising that we should view your promotion to your present office of responsibility with a certain sense of elation. We cannot help regarding your election not only as a well-earned recognition of your personal worth and business ability, but also as an honor to this section of our country, and an honor to us, whose representative you will be."

Mr. Bigelow responded happily.

The speaker of the evening was William H. Lincoln, president of the Chamber of Commerce and vice-chairman of the Good Government Association, who talked on "The Objects and Methods of the Good Government Association in Its Work to Secure a Better Municipal Administration for the City of Boston."

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

BILLINGS & SPENCER'S ADDITION TO PLANT.

Billings & Spencer Co., Hartford, Conn., have installed a pipe line, leading from their works to the yards of the N. Y., N. H. & H. R. R. to facilitate the handling of crude petroleum for use in their forge-shop. Through this pipe the oil can be taken direct from a car standing on a spur-track at the Pratt & Whitney shops, several thousand feet away, into the yard of Billings & Spencer, where it is stored in two tanks of 10,000 gallons capacity each. Two pumps, erected for that purpose, pump the petroleum as needed, into the forge-shop to supply the furnaces, while two blowers of 14,000 cubic feet capacity furnish air for burning the oil. The oil is sprayed into the furnace. The cost of installation has been considerable, nevertheless, the greater economy with which oil is handled, the saving of time and labor, the greater economic fuel consumption and the more excellent results obtained in the forging process will, in the end, outweigh the cost of this installation.

EASTERN GRANITE ROOFING CO.'S HANGER.

The Eastern Granite Roofing Co., New York, are sending to the trade a hanger which will be an ornament to any store, shop or office. It is a splendid example of lithography in eight colors, representing among other things several buildings on which "Perfected Granite" Roofing is being used. The fire-proof properties of this roofing is exhibited in one of the illustrations which shows the plant of the White-Warner Co., of Taunton, Mass., during the recent fire which destroyed the portion of the shop roofed with tin, while that part covered with "Perfected Granite" Roofing was saved. A letter from the White-Warner Co., telling of this incident, is reproduced.

One of the illustrations shows the Wells-Fargo ware room at the Jersey City station of the Erie R. R., which has been covered with "Perfected" roofing for nine years.

The middle portion of the hanger illustrates the method of applying the roofing.

A NEW ENTERPRISE.

The Corbin Interests Have Acquired the Burdick Cash Register Business.

The Corbins of New Britain, says the *Hartford Courant*, have bought the interest of E. A. DuBois in the Burdick-DuBois Manufacturing Company. The business is to be continued in New Britain, more room having been engaged in the Howard Building in Asylum Street. The new company will soon have about 150 in its employ. Albert F. Corbin, superintendent of the Corbin Cabinet Lock Company of New Britain, has resigned his position with that company and he becomes the treasurer and general manager of the new company, which will become the Burdick-Corbin Company. The new directorship is formed by George W. Corbin of the Corbin Cabinet Lock Company, President Charles Glover of the Corbin Screw Company, A. F. Corbin, James S. Copeland, formerly with the Pope Manufacturing Company, and the inventor of the coaster brake; L. J. Burdick and F. L. Burdick of Sturgis, Mich., vice-president of the Branch County Savings Bank.

The officers of the new company are: President, L. J. Burdick; vice-president, Charles Glover; treasurer and general manager, A. F. Corbin; secretary James S. Copeland. The company will manufacture the Burdick cash register bank and will take up the development of inventions gotten up by Mr. Burdick, for which great results are expected. The company has recently secured large contracts for the banks from the Metropolitan Savings Bank of Baltimore and from the Dime Savings Bank of Norwich. The cash register bank has been on the market but two months.

The Burdick cash register bank is different than all others. It is not a key register, as the cash actually registers. It is not limited to any special demonination. English money can be totalized by it, and that is more difficult than to totalize American money, as pounds, shillings and pence are used instead of the decimal system. The machine detects the difference in values of the coins and counts a penny as a unit, a nickel as five and a dime as ten. Pennies, nickels and dimes are of unequal ratio, according to size and amount, and they are difficult to handle in regular machines. The United States Government in the past has gotten out several sizes of coins for which due allowance has to be made for the wear of the coins. The little difference between a penny and a dime has to be greatly multiplied by the mechanism in order to register accurately. The bank is gotten up with few working parts.

The bank is considered an ideal one for the use of savings banks, which loan them to depositors and keep the key. When $5 or $10 is saved the depositor returns the cash register, has it opened and the amount is put to his credit. The bank shows at all times the total amount of money saved and stimulates a desire to increase the amount every day.

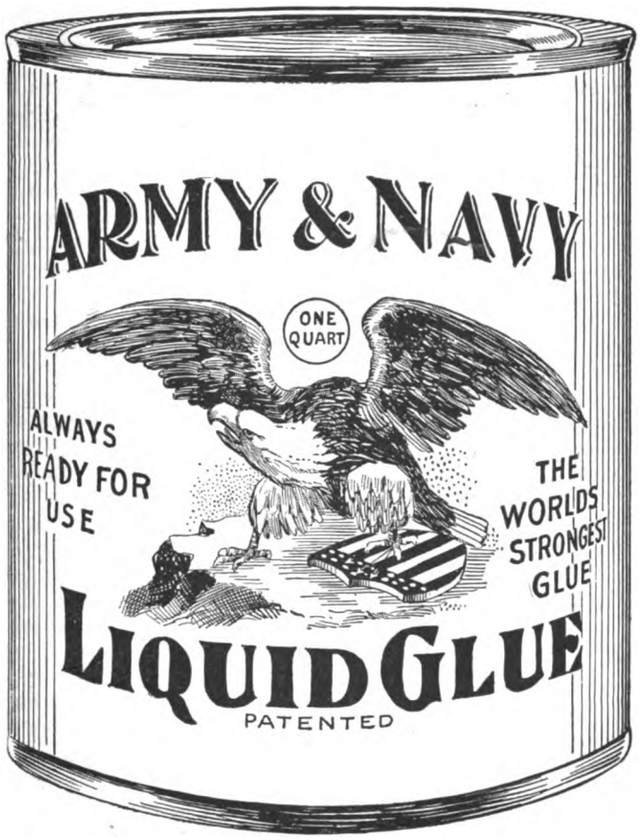
EVOLUTION OF THE SWORD.

The evolution of the sword has passed through five distinct stages: First came the epoch of pure carnage, when men seemed to hew and hack each other for the mere pleasure it gave them. Next the era of legend, when stupendous and impossible feats of arms were said to have been accomplished. Then followed the feudel time, a curious mixture of bloodshed and religion, when the pioty of the crusaders was proved by their ability to slash the equally bloodthirsty Saracens. Succeeding this brutal period sprang the noble season of skillful fence, as a sword, no longer a weapon of pure attack, became a mixed arm of offense and defense combined. Finally we see its fall, being to-day a mere military accoutrement, after attaining a glory that no one dreamed of during the days of its first rude and barbarous use.

The most celebrated weapons in history uniting miraculous sharpness with wonderful elasticity are undoubtedly the blades of Damascus. The sabers of Japan, although as hard as a diamond, and taking an edge so acute that they will go through a pillow or poker as if it were air, cannot compete with the old Syrian swords, because they have no elasticity. This elasticity is not altogether a lost art, as even to-day one may see in Toledo, Spain, blades packed in coils like watch springs. Swords have been made during the present century in Russia that rivaled in edge and bending qualities even the famous Damascus blades. At the imperial factory of Zlateust, in the Urals, some have been turned out which bent till the point touched the hilt, and which would also cut through an iron bar. More than this no blade has ever done or can do.

The Star Tool Company has been incorporated at Buffalo, N. Y., with a capital stock of $15,000, and will manufacture patent angle bits, mechanic's tools and Hardware specialties. A factory has been rented and requisite machinery will be installed at once. The directors are: Gilbert L. Hume, William A. Pearce and Herbert A. Hickman, of Buffalo.

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Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

BALTIMORE, MD.

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OUR BRITISH LETTER.

(From our Special Correspondent).

London, Dec. 12th, 1903.

THE CYCLE INDUSTRY.

A few weeks ago agents and others engaged in the cycle industries visited the two great shows of the season, which are held simultaneously at the Agricultural Hall, Islington, and the Crystal Palace, Sydenham, respectively. These events are looked forward to with interest by cyclists and cycle dealers because manufacturers make a point of exhibiting for the first time any new invention they may have developed, and every season brings forth a fresh crop of improvements and amended accessories. During the last year manufacturers appear to have devoted attention to the improvement and development of the motor cycle, and considerable space at both the shows was devoted to the display of motor cycles and motor cycle accessories. In the early days of the cycle industry British ironmongers refused to take up the trade and allowed the sale of cycles to drift into other channels, but latterly they have realized that cycles legitimately belong to the retail ironmongery trade, and as machines were perfected, by well established manufacturers, they gradually took up the business; in fact, there are now few country ironmongers who are not large traders in these goods. The motor car developments of the last few years have materially influenced retail trade, and many British ironmongers are employing these modern methods of traction for their own purposes and use them for the delivery of goods; some of the more enterprising ironmongers doing considerable business in agency work connected with motors and motor tractors, especially in the agricultural districts where motor traction has become an essential part of farm life and a valuable assistant in working labor saving implements and machines.

THE PROPOSED C. O. D. POSTAL REFORM.

In my last letter I referred to the proposed C. O. D. postal parcel scheme which the Postmaster General is ready to adopt as soon as he is assured of sufficient support from traders and consumers. The proposal has brought forth opposition on the part of ironmongers and other retail traders. The I. F. A. have addressed a letter to the Postmaster General on the subject setting forth the hardships to country ironmongers which would be entailed should the system be put in force. The Grocer's Association have also sent a deputation upon the subject. The Postal authorities are, however, convinced that the system, which is working well in other countries, would eventually benefit even retail traders here as it would open up a much wider sphere and an equal ratio of charges would enable these traders even in remote districts, to carry on an extended business in specialties, and thus materially assist the small trader indirectly, if not directly.

OUT-DOOR AMUSEMENTS.

Although Great Britain has been subject to a vast amount of damp and inclement weather during the last few months, there does not appear to be any better prospect of severe weather. Sharp and keen frosts, such as manufacturers and retailers of skates naturally look for at this season have not lasted more than a few days. The wants of skaters have been provided for by manufacturers and retailers during the last two or three seasons with but little result and the majority of ironmongers complain that their stocks have been untouched for several seasons. Doubtless this affects the manufacturers of skates in the United States as well as in Germany and in other countries, which supplement the home makers of these goods. American skates are very popular in Great Britain, especially in those Northern counties where a few weeks skating may be looked forward to with some degree of certainty during some portion of the winter. Hardwaremen regard the sale of games and outdoor sporting appliances as part of their legitimate business and are now selling footballs and such like goods, and many ironmongers have recently made interesting displays and window effects. The sale of indoor games and amusements is not encouraged by the general ironmonger quite as much as it might be, but some of the more advanced ones, who include light and fancy goods in their stocks, sell a fair amount of games and even toys in view of Christmas festivities, among which are generally included a fair sprinkling of American games, mechanical toys and other novelties, for the manufacture of which American genius has largely helped in the production of the most striking popular games of the period.

THE SMITHFIELD SHOW.

Agricultural implement agents and ironmongers who are engaged in the sale of agricultural implements and machinery have lately had their attention drawn to the newest inventions of agricultural appliances. The annual Smithfield Show held at the Royal Agricultural Hall, Islington, London, is regarded by farmers and others as only second to the Royal Agricultural Society's Show, one event being held at mid-Summer and the other just before Christmas. Although ostensibly a fat cattle show, the principal galleries, the main hall, and several minor halls are almost entirely filled with exhibits of implements and machines, together with poultry farming appliances and sundry accessories required in the pursuit of agriculture. American manufacturers figured largely at the show recently held. King Edward's Hall—which is in itself a large building adjoining the main hall—was almost entirely filled with representative exhibits of Canadian and American manufacturers. Such well known firms as The Noxon Co. Ltd., David Maxwell & Sons—both of Ontario—The Frost & Wood Co. Ltd., of Smith's Falls, and the Wortman & Ward Manufacturing Co., also of Ontario, were present. American manufacturers were well to the front and demonstrated the general excellence of their harvesting machinery, and their strong, but light, and beautifully finished implements were much admired. All the divisions of the International Harvester Company who have direct representation in Great Britain, were there. Deere & Co., of Moline, Ill.; the Richardson Manufacturing Co., of Worcester, Mass.; the Johnston Harvester Co., of Batavia; the Massey-Harris Co. Ltd., and others were in strong force, and their stands compared favorably with those of British manufacturers with whom they competed in friendly rivalry. There has been a distinct advance in the use of heavy tractors and motors for plowing, grinding, and general working of agricultural machinery and food-preparing appliances during the last few months. British farmers are assimilating their methods of procedure to those of American and Canadian farmers, who are accustomed to operate on large tracts of land. British farmers find that if they are not in a position to purchase implements and labor-saving machinery of highest type, it is better for them to combine and enter into some arrangement by which they can obtain at least a share in the use of such machines by which they will be enabled to conduct their farming operations more economically.

DULL TRADE.

Generally speaking, trade is dull all along the line. The foreshadowed fiscal policy has some little to do with it and traders are divided as to the results of such a step. It may or may not prove a blessing—should it be adopted, but it is evident that the retail as well as the wholesale trade of the country is not up to the mark and that the year closes quiet and dull. The weather has been depressing and has affected trade to some extent. A little spurt is expected in view of Christmas trade, but the festive season is always followed by a few quiet weeks which ironmongers devote to clearing up arrears of work and getting ready for the New Year, which it is hoped has brighter days in store for the British Hardware trade as well as for the manufacturer of the United States of America.

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MANUFACTURE OF FIREARMS AND GUN BARRELS IN LIEGE.

The manufacture of firearms and gun barrels in Liege has steadily increased since 1880, and the exports thereof have increased in like manner, writes United States Consul James C. McNally, Liege, Belgium. The exports to all countries during recent years were as follows: 1898, $2,895,000; 1899, $3,184,500; 1900, $3,474,000; 1901, $3,667,000.

The United States is one of the principal markets for the firearms product of Liege especially for guns costing under 25 francs ($4.82). Grades, beyond that price being subject to a high duty in the United States, a large exportation of the better qualities is prevented; nevertheless, the demand from the United States for the higher grade of guns is greater at present than at any previous time. I am reliably informed that certain manufacturers turn out a large quantity of guns having imitation Damascus barrels attached thereto. This, however, cannot in any way injure the reputation of the firearms manufacturers, most of whom are thoroughly reliable in the quality of their products. In the year 1901 the export of firearms and gun barrels to the United States amounted to about 2,800,000 francs ($540,000) and in 1902 to over 3,000,000 francs ($579,000), the proportion of gun barrels and firearms being about equal.

In the last ten years the production of Damascus and steel barrels has increased, the annual production being about 500,000, of which about 100,000 single and 160,000 double barrels were sent to the United States. The Damascus gun barrel is made principally at Nessonvaux, eight miles from Liege, but in this consular district. Manufacturers report that many American houses buying from Liege factories do so through agents, and say that it would be more advantageous to importers to deal directly.

AUTOMOBILE CHAIRS A WORLD'S FAIR NOVELTY

At the World's Fair in St. Louis next year it is proposed to use automobile chairs instead of the chairs that have been wheeled around by hand at other world's fairs. These chairs will be a decided novelty, and the following description of them, which has been secured by the *Scientific American* will be found interesting: "Automobile chairs propelled by electricity will be used at the World's Fair at St. Louis next year. A concession was recently granted by the Exposition to a St. Louis company, giving them the right to operate the new style chairs within the World's Fair grounds. The chair is the invention of Semple S. Scott, and is the result of nearly three years' experimenting and designing. It is said that the machine has a uniform speed of three miles an hour, which is exactly the same running up or down a steep grade or on a level. The occupant has no control over the speed whatever. The simplicity of operation is such that any one can readily run it. The most desirable feature is the fact that the machine is provided with a sensitive guard rail. The latter is deemed the most valuable invention on the machine. If the machine collides with any object or person, a pressure of only a few ounces pushes this guard rail back and causes the wheels to become locked, thus bringing the chair to a dead stand-still before the machine strikes the object or person. Each chair will carry two passengers, one of whom may operate the machine, or, if desired, an operator will be furnished, who will not only run the machine, but will also serve as a guide to explain all the points of interest. The operator sits on a detachable seat at the rear of the chair, from which point he controls the machine, the controller and steering bar being removed from the front and attached to sockets in the rear."

For the second time within a year the monthly report of exports of bicycles and parts shows an increase. During October they reached a value of $143,862, as against the $127,445 of October, 1902. This gain is more than accounted for by British Australasia, which for several months has been a heavy buyer.



Craig Mine Crystal Corundum

NOT ADULTERATED WITH EMERY

Has an effective hardness of 9. as compared with 10. of the diamond. Wheels made from it do from two to five times the work of emery wheels, Why? CRAIG MINE CRYSTAL CORUNDUM has 95 per cent. to 98 per cent. compared with emery's 30 per cent. to 40 per cent. of crystalline alumina—the only part of emery that cuts.

Emery rubs and burns. Craig Mine Crystal Corundum cuts fast and cold.

Our booklet will explain.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Chicago, Ill.—W. V. D. Wright Company has been incorporated; capital, $20,000; general Hardware business; incorporators, William Raymond, S. I. Page, M. B. Pattiman.

Columbus, Ga.—The William Beach Hardware Company has been incorporated with $25,000 capital. The incorporators are O. C. Bullock, W. B. Beach, W. A. Crow, S. H. Fulford, J. G. Taylor, W. G. McGhee, T. W. Bates and J. S. Rogers.

Denver, Col.—Edgar Wood and Clyde Moore of Oakwood have opened a large Hardware store.

Des Moines, Iowa.—The Stark Hardware Company has been incorporated with a capitalization of $10,000. W. A. Stark is president and treasurer and C. D. Sanborn is secretary.

Elgin, Ill.—The Elgin Gold and Silverware Company has been reorganized as the Western Casket Hardware Company. The capital stock is $25,000. The following officers were elected: President, A. M. C. Todson; Vice President, W. C. Parsons, (manager); Directors: A. M. C. Todson, W. C. Parsons, W. W. Glover and W. E. Todson. The new management will greatly increase the output.

Evansville, Ind.—The Evansville Implement and Farmers' Supply Company has been incorporated. The incorporators are: John J. Stiltz and Robert D. Richardson, of Evansville, and Charles A. Buchanan of Mount Vernon, Ind. Capital stock, $10,000. Evansville will be the principal place of business, the company to conduct a store in Fourth Street.

Fort Smith, Ark.—The Webber-Ayres Hardware Company has been incorporated with $150,000 capital stock. The incorporators are John and Walter Ayres, W. W. Webber, F. B. Baptiste and others, of Fort Smith, with A. W. Boyd of Oklahoma City as territorial agent.

Gastonia, N. C. — The Standard Hardware Company has been incorporated; capital, $20,000. The stockholders are Dr. Adams and E. M. Linberger of Gastonia, and J. H. Weddington and Luke Seawell of Charlotte. The Standard Hardware Company will be ready for business about January 1, 1904.

Lakefield, Minn.—M. J. Evans has opened a new Hardware store.

Mayfield, Ky.—Carter Hardware Co., Mayfield, Ky., has been incorporated with a capital stock of $20,000 to carry on the wholesale and retail business in shelf and heavy Hardware, stoves, tinware, agricultural implements, sporting goods, buggies and wagons, furniture, etc.

Galesburg, Ill.—By a recent change the firm of Cox Bros. & Co., composed of T. M. Cox, J. D. Paulsgrove and J. A. Clark, has been reorganized and incorporated. The firm has taken in a new member, D. J. Simpson, formerly representative of the Milwaukee Harvester Co. in Galesburg. He will now represent the firm on the road selling the Bradley line of buggies and implements. The firm will conduct a wholesale and retail store, and Mr. Paulsgrove will continue to manage the retail store.

Nashville, Tenn.—J. J. Green & Son will open a retail implement and Hardware house in the building with the Milwaukee Harvesting Machine Company. They will be the sole local agents for the McCormick machines.

Sturgeon Bay, Wis.—Halstead-Maples Hardware Company has been incorporated; capital stock, $15,000; incorporators, Wm. Maples, Richard Maples and Lizzie Poehler.

Winona, Min. — C. A. Baeurlen Hardware Company has been incorporated; capital, $50,000; incorporators, C. A. Baeurlen and Bertha Baeurlen, Winona, and George P. Meyer, Sparta, Wis.

Changes.

Addison, N. Y.—J. H. Roberts has sold his Hardware business to Messrs. Fuller & Filer of Williamston, N. Y., and will give possession about January first.

Allentown, Pa.—Harvey Lauer and Edgar B. Schultz, of this city, have purchased the Hardware business of Aaron Weinberger at Macungie. They will take possession next March.

Augusta, Ga.—Messrs. Gustave Speth and L. P. Speth bought the stock of stoves, mantels and Hardware of the estate of the late C. B. Allen. The business is to be continued, at the former stand, under the firm name of Speth Bros. Further capital will be employed.

Birmingham, Ala.—I. A. Lewis of the Lewis Hardware Company, has purchased the entire interest of James Trotter in the firm of Lewis Hardware Company, Mr. Lewis, by the purchasing, becoming the sole owner of the Hardware and book store conducted by the firm. The two large and well appointed stores will be continued as heretofore at the same place.

Boonville, N. Y.—Chauncey, W. Colton has sold his Hardware business to Walter J. Porter.

Brookfield, Mo.—John Thrasher has sold his Hardware and furniture store to Will Barron and Walter Bundridge.

Emporia, Kan.—Cane & Colte, who recently purchased the old Griffith Hardware store from N. C. Francis, sold it last week to W. P. Stapleton of New Albany, Mo. This store has changed hands three times since Spring.

Escanaba, Mich. — The Schemmel Hardware Company have decided to close out their business in this city at once and their large new stock of goods will be cleared out and disposed of immediately at a great sale.

Findley Lake, N. Y.—The Hardware firm of Brookmire & Ottoway has dissolved, Mr. Ottoway retiring.

Galion, Ohio.—Harry P. Resch has disposed of his interest in the firm of Resch Bros. & Casey and on January 1st will go on the road for the Blindley Hardware Company of Pittsburg. His interest in the store has been purchased by his former partners, W. T. Resch and Forest Casey, who will conduct the business.

Greenport, N. Y.—The Hardware, tin and stove store of Lewis M. Edwards on Main Street, Sayville, has been sold to A. S. Fisher.

Hancock, Mich.—W. W. Mercier has purchased the stock of the Laurium Hardware Company and will conduct the business at the present location.

Hopkinsville, Ky.—Olney M. Wilson purchased the interest of W. E. Keith in the Hardware and implement business of Wilson & Keith, and the firm name has been changed to the Wilson Hardware Company. The new member of the firm has been connected with the firm of Wilson & Keith since it was established.

Keokuk, Iowa.—Harlan Almond has sold his stock of farm implements to Monger and Wait of Mount Pleasant.

Lakefield, Minn.—The Hardware business of Sickler & Livermore, which has been in the hands of the sheriff under an execution issued in favor of the creditors of the firm, has been sold to Harold Clark, of Windom. Mr. Clark will take possession at once.

Lanesboro, Iowa.—Charles Peters has traded his Hardware and implement business at Lanesboro to L. A. Andrus for the latter's farm.

Lyndon, Kan.—T. W. McGrath will conduct a Hardware store.

Macon, Mo.—Victor Grave bought the interest of his partner, Jethro Lefler in the Hardware and furniture business.

Madison, Wis.—The A. G. Brookes & Son Hardware Company has changed the firm name to Brookes Hardware Company.

Manson, Iowa.—(Special). Reynoldson Bros. have just closed the sale of their Hardware and furniture store to J. E. McClintock. J. E. Reynoldson of the retiring firm will continue the implement business at Manson.

Middletown, N. Y.—The Hardware firm of Colwell & Lawrence, at Warwick have dissolved partnership and the business has been sold to James B. Lawrence, father of the junior partner, Wilbur L. Lawrence.

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Flawless Edge Tools

We make all kinds of Edge Tools.

Although we have been in the business since 1837, we have been growing younger every year—using the youngest machinery, the newest methods and doing everything in a down-to-date way.

Standards of Excellence

That is the recognition given them in the markets of the world. The Highest Award was given them at the Paris and Pan-American Expositions.

May be that is the reason why more of our goods are sold than of other manufacturers in our line.

Our goods and prices interest most Hardwaremen. Are you interested? Write us at once.

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Buffalo, N. Y., U. S. A.

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Mowing & Reaping Machine Company,
Pioneer Manufacturers and Exporters of . . .

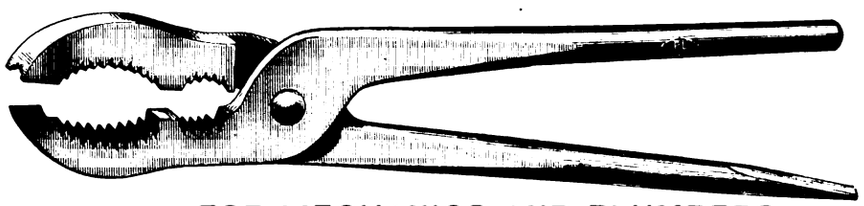
Harvesting Machines

Grain Binders	Corn Binders
Mowers	Reapers
Hay Rakes	Hay Tedders

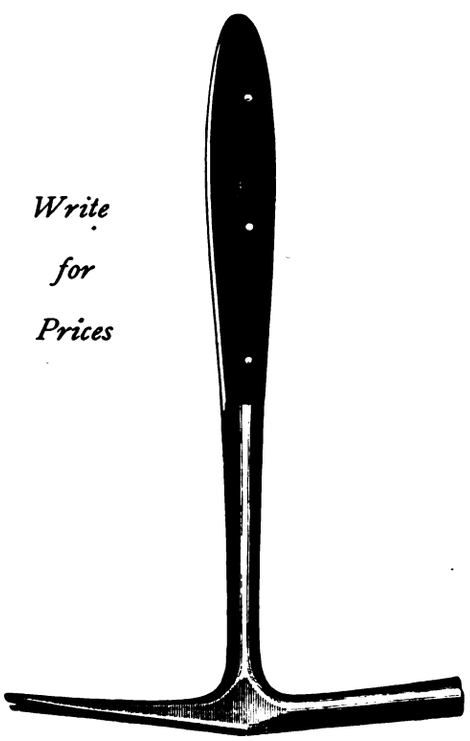
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LONDON: 36 Worship St., E. C.
BERLIN: S. O. 26, Elisabeth-ufer 5-6.

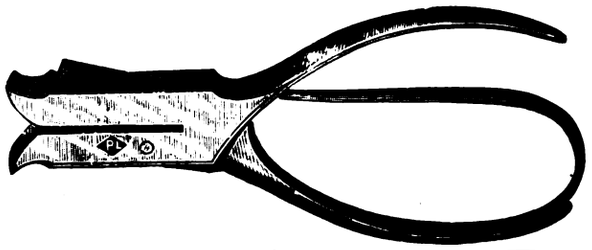
Lewentraut's TOOLS

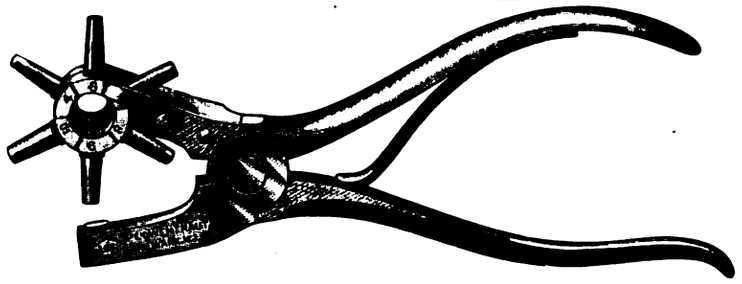


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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Alton, Mo.—The Hancock Disc Plow Company has been incorporated with a capital of $300,000. The incorporators are S. H. Wyes, H. L. Winter and Levi Davis.

Augusta, Me.—The Multi-Automatic Screw Company has been incorporated. It is capitalized at $1,000,000 and organized by Massachusetts men. Its purposes are to manufacture screws, bolts and kindred commodities. Among the incorporators are Charles H. Weston, treasurer; William G. Burns, Fred. W. Ainsworth and Henry F. Cottle, of Boston.

Anniston, Ala.—The Anniston Stove Works Company has been incorporated. The capital stock is $50,000. The incorporators are as follows: Hugo Grof, of Belleville, Ill.; C. W. Fanshel, of Lexington, Ky.; J. B. Ehrlick, of Indianapolis, Ind.; C. W. Snyder, of Lexington, Ky., and Ross Blackman, of Anniston. This is a combination of three large stove manufacturing concerns.

Belleville, Ill.—The Quality Stove & Range Company has been incorporated. The officers are: Charles Shoennemann, president; Henry Ehret, vice-president; Gen. M. Jackson, Jr., secretary, and Louis, Opp, treasurer. It is occupying a plant for the mounting of the ranges 360 feet long by 50 feet wide, separate building for molding and anticipate making a line of steel ranges of the very best grade. It will probably employ in the neighborhood of 50 men and make 4,000 or 5,000 ranges annually.

Berea, Ohio.—The Ideal Novelty Company, capital $15,000, has been incorporated by J. H. Bevington, Clarence E. Fox, Roscoe Bean, W. G. Guenther and W. H. Herman.

Buffalo, N. Y.—The Star Tool Company has been incorporated. The company is capitalized at $15,000, and will manufacture and deal in tools. The directors are Gilbert L. Hume, William A. Pearce and Herbert A. Hackman.

Camden, N. J.—The Flannery Bolt Company has been incorporated with a capital of $50,000. The objects of the corporation are to manufacture and deal in all kinds of bolts.

Cincinnati, Ohio.—The Union Light and Heating Company has been incorporated, capital, $10,000, by Arthur M. Peck, E. B. Stanley, H. D. Peck, Frank H. Shoff and John Weld Peck, Acetylene gas machines.

Columbus, Ind.—The Roth Manufacturing Company has been organized, with $50,000 capital, to manufacture the Roth pitless pump, which is especially adapted for the Texas rice fields for irrigating purposes. H. M. Campbell is president; J. G. Roth, vice-president; H. H. Bassett, secretary; William G. Trum, treasurer.

Frankfort, Ky.—Southern Stove and Stave Company, of Fayette County, has been incorporated; capital $100,000.

Jersey City, N. J.—The Cloud-Marple Pneumatic Tool Company has been incorporated; capital, $100,000. Incorporators—John D. Cloud, Joel Marple, and Frank P. McDermott.

Lexington, Ky. — The Blue Grass Stove & Iron Works has been incorporated. Capital stock, $12,500. Chas. Stanley, president; Perry Crosthwait, vice-president; C. W. Foushee, treasurer and O. W. Snyder, secretary, being the incorporators and constituting the first board of directors which continue for the period of one year.

New York, N. Y.—The Columbia Nut & Bolt Company has been incorporated. Capital stock, $50,000. The incorporators are John J. Donovan, Thomas Hill Low and James B. Henny, all of New York City.

Pekin, Ill. — The American Cable Fence Company has been incorporated; capital, $25,000; manufacturing wire, iron and steel fences. Incorporators:—Daniel Beckley, Thomas H. Leonard and Levi H. Brock.

Peoria, Ill. — Globe Manufacturing Company has been incorporated; capital $7,000; manufacturing paints; incorporators, J. H. Malarkey, A. S. Howells, E. D. McCulloch.

Changes.

Anderson, Ind.—The Dwiggins Wire Fence Company bought the Pole & Shaft Company's plant in this city, rebuilt it entirely from brick, and is now operating a new plant for the manufacture of wire fence.

Armourdale, Kansas.—The Hampton Stove & Range Company has purchased 3½ acres at the northwest corner of 18th and Osage Avenue, and will erect a $20,000 plant for the manufacture of stoves.

Chicago, Ill.—The James H. Baker Manufacturing Company of Pittsburg, has bought the Solid Steel Tool Company of Chicago and will move the works to Avenue, Pa., where the plants of the purchasing company are located. The name of the Chicago works has been changed to the Solid Steel Tool & Forge Company.

Marion, Ohio.—In anticipation of next season's business the Houghton Merkel Company is erecting a two-story addition, thirty-two by forty feet, to its plant on north Main Street, which will be used as a wareroom for the implement department. This addition now gives the company over 22,000 feet of floor space in all departments.

Mt. Carmel, Conn.—Owing to the need of larger quarters and a desire to get nearer New York City, the Schatz Hardware Manufacturing Company of Mt. Carmel has bought a plant at Chautaqua, N. Y., and will move there January 1, 1904.

New Albany, Ind.—The factory of the I. F. Force Company, manufacturers of handles of all kinds, will be moved after the first of next year to Clarksville, Tenn. The company has decided to change its location in order to be nearer the timber lands of Tennessee.

North Attleboro, Mass.—Herbert Straker and Louis Freeman have purchased the building, and die making business, owned by the King Brothers. The building is a brick one three stories high and is situated on the corner of East Street and Bruce Avenue. On the first floor the new concern will make dies. On the second floor the die cutting and designing business of Straker Brothers, which has been consolidated with the new firm, will be conducted. On the third floor a tool making business will be started. The new concern will conduct business under the firm name of Straker & Freeman.

Philadelphia, Pa.—The National Steel & Wire Company has increased its capital stock by $1,500,000 preferred to $4,000,000 and $1,500,000 common to $4,000,000, for the purpose of absorbing the Safety Insulated Wire & Cable Company.

Quincy, Ill.—The National Handle Company, we are told, contemplate moving their factory from this place within about three weeks and will locate in Texas where they will be near timber, thus saving the expense of shipping the raw material.

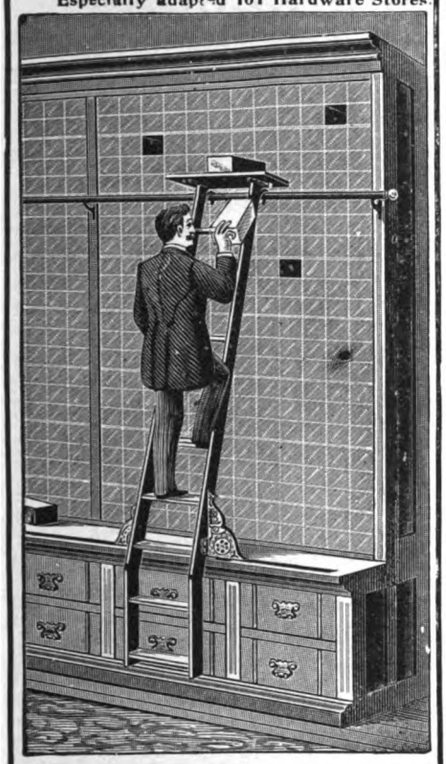
Shelbyville, Ind.—The stockholders of the Eagle Range factory at a recent meeting decided to rebuild their plant that was recently totally destroyed by fire. The building when completed will be of brick, one story high and will also contain a large basement, in which will be placed some of the machinery of the factory. The structure will contain about twice the amount of floor space of the building destroyed by fire.

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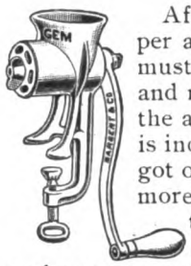
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The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

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After using Sargent's Gem Food Chopper a New York housekeeper writes: "I must say that for economy—time, labor and money—the Gem is worth ten times the amount asked for it. I now know it is indispensable and really wonder how I got on without it." Housekeepers grow more enthusiastic over the Gem every time they use it. The steel cutters, being self-sharpening, are always ready to do good work. The Gem is adapted for cutting all kinds of foods; it is useful in the kitchen every day in the year.

Have you a stock? If not your orders will be filled promptly by the leading jobbers.

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A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

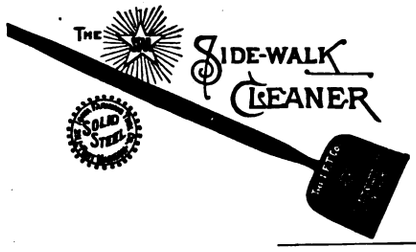
¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
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WILL BE BETTER THAN EVER *DURING 1904.* Twenty-four numbers *FOR ONE DOLLAR.*

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Best Tools Made For Clearing Snow and Ice.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Chicago, Ill.—Moran & Wolfersberger Gun Company has been incorporated; capital, $10,000; manufacturing guns and shooting implements. Incorporators: Worth E. Gaylor, James P. Harold, Wm. Mannhardt.

Little Falls, N. Y.—Olin Tofft has opened a new store in the Benedict Block, with a fine stock of sporting goods. He makes a specialty of phonographs, of which he has a fine line in stock.

Plainfield, N. J.—On April 1st Harry Drier will open a sporting goods store on West Front Street.

Walpole, Vt.—W. D. Knowlton has established a new bicycle and sporting goods business.

Changes.

Belleville, Ill. Chas. Procasky succeeds Dobschutz & Procasky.

Columbus, Ohio.—The Young Repeating Arms Company will be reorganized at once. This was the outcome of the stockholders' meeting held recently at Chittenden hotel. Several committees presented reports and it was decided that the business could be operated with a profit under good management. Another meeting will be held in the near future. New capital is to be put into the concern by the present stockholders, it is said. The company is at present in the hands of a receiver but the liabilities will not aggregate $17,000, it is alleged, as against assets of $34,000. All talk of removing the plant from Columbus has been dropped.

Flushing, N. Y.—Emanuel Tuerk, who has for some time conducted a sporting goods store on Broadway, will next month remove his store to Manhattan.

Fort Wayne, Ind.—The bankrupt Hardware stock of Koehlinger & Bauer, has been purchased by Brossius & Brossius, bicycle dealers. The price paid was $4,500. The failure was caused by the sickness of Koehlinger, and the attempt of suicide of Bauer at his home in Eaton.

Geneva, Ohio.—Hugh Payne has purchased the business formerly conducted by Ray Rich.

Hagarstown, Md.—A deed has been filed here by which the American Cycle Manufacturing Company conveys all of its property in this city to the Pope Manufacturing Company. The property includes the bicycle factory and a tract of land which the Pope Company recently purchased.

Island Falls, Me.—M. Berry has purchased the business formerly conducted by H. L. Powers.

Lawrence, Mass.—A. H. Higgins succeeds to the business heretofore conducted by Edward Mosher.

Embarrassments.

Columbus, Ohio.—Edward A. Neff, a bicycle dealer, has filed a petition in bankruptcy. His liabilities are said to be $3,725.50, and his assets but $1,329.69.

Port Huron, Mich.—George E. Yokom, a bicycle and electrical appliance dealer, has petitioned to be adjudicated a bankrupt. His assets amount to $20 and his liabilities $1,921.96.

Southington, Ct.—G. Worthy Smith's bicycle and sporting goods store in Wilcox Block has been closed, Mr. Smith having decided to file a petition in bankruptcy.

Fires.

Checotah, Ind.—The store of W. L. Payne was damaged by fire to the extent of $1,000.

Kingston, Ont.—Angroove's Bicycle warerooms were damaged by fire.

Terre Haute, Ind.—Fire completely destroyed the bicycle shop of Harlan Rectors. Loss is covered by insurance.

Miscellaneous.

Columbus, Ohio.—Dealers in sporting goods report the most successful season in their history. President J. C. Sherwood of the Columbus Sporting Goods Company reports an increase of $15,000 in gross receipts over the season of last year.

Sterling, Ill.—The John Peck Gun Stock factory has closed a contract with the Winchester Arms Company for 100,000 gunstocks to be delivered at its factory in West Virginia. Mr. Peck recently shipped the first carload of gunstocks manufactured in the new temporary mill to the United States arsenal at Rock Island. The next eight weeks will be occupied in completing the Rock Island contract which is for 50,000 gunstocks. Mr. Peck stated that it was his intention to remain permanently in Sterling, and that next Spring he will erect a factory which will have a capacity of turning out 1,000,000 gunstocks a year, and double that amount with but little additional expense.

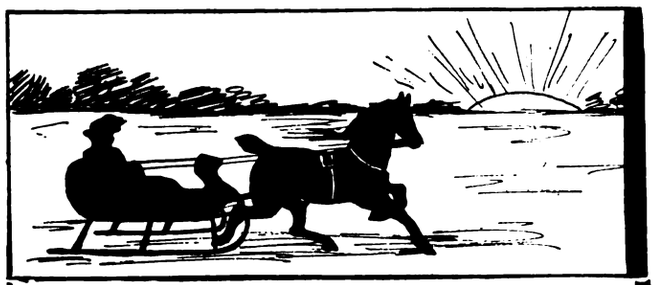
Watervliet, N. Y.—Arrangements have been made for the manufacture at the Army Gun Factory of twenty-four eight-inch and twenty-four seven-inch guns for the navy.

✤

For the first time in four years the ordinary shareholders of the Dunlop Tire Company receives a dividend. This was made possible by the large profits for the past year, were $1,060,000, an increase of nearly $250,000 over the 1902 earnings. Consequently the preference shareholders get their customary 5 per cent. and the ordinary shareholders 6 per cent. Some $225,000 is written off the patent account. The large sum of $1,175,000 is carried forward.



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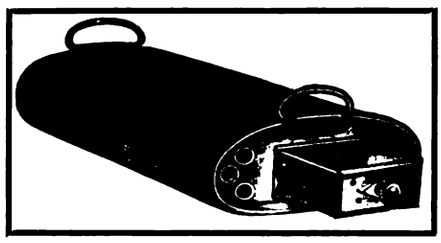


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At the Lowest Degree of Temperature

is attained by

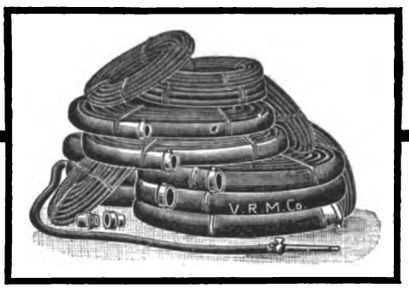


The Lehman Heater

Over 200,000 in actual use, sufficient evidence that it fills the bill. Heats any vehicle continuously for fifteen hours, at a cost of 2 cents per day. Unbreakable. Impossible to cause fire. Made ready in a few minutes **NOW** is the best time to handle them profitably. Write us at once for catalogue, prices and discounts. Mention HARDWARE.

Lehman Bros.

101 Bond St. New York, U. S. A



Voorhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

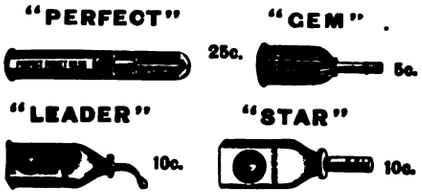
We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

OILERS



We make oilers for almost the entire trade. The quality of our oilers is unequaled.

SUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N.Y.



Household Brushes

of all descriptions

Midland Brush Mfg. Co.

263 West Lake St.

Chicago.

Send for catalogue.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.



THE BROWNIE

Fast up-to-date spring ice skate, with novel device to adjust skate to inside of toe, on any shaped toe. Spring acts on principle of spring board, no lame ankles. Best material, highly nickeled; ask dealer or send $3.50 to Brown Spring Ice Skate Co., Webster City, Iowa.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY

ALWAYS 40 READY

THE AMERICAN MFG COMPANY, BATTLE CREEK, MICH.

MANUFACTURERS OF SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

OUR GASOLINE LIGHTING SYSTEM



and Lamps are delighting our customers, because our Improved Generators are properly constructed; we have been improving them for four years—anyone can easily clean them. Hundreds of testimonials from merchants. We don't ask you to take our word for it—**we send them on trial.** 600 candle power Lighting Systems—Arc Lamps—Gravity Lamps—all styles. We are selling hundreds of our Improved Generators (burners) to put on other lamps where the burner has proven worthless. Reduce your light bills 75 per cent., and sell to your neighbors.

Agents wanted everywhere. Absolutely safe. Permitted by Insurance Companies. We are headquarters for all kinds of mantles. Write for catalogue and prices.

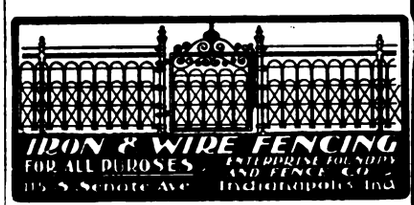
STANDARD GAS LAMP CO. (Established 1899.)

141-143 Ontario Street, Chicago, U. S. A.

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GOOD AGENTS WANTED TO SELL





PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.



Send for Catalogue.

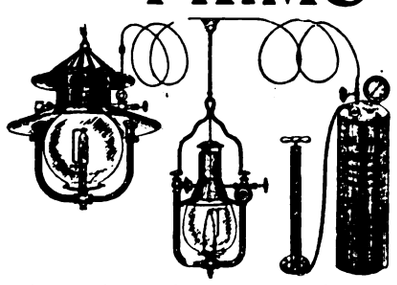
W. J. ADAM, JOLIET, ILLINOIS.

AGENTS WANTED



FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

The PRIMO



Gasoline Systems, Gas Machine and Lamps are FAMOUS.

We will ship on 10 days trial to reputable merchants.

Write for New Catalogue.

WINDHORST & CO.,
102 N. 12th St. ST. LOUIS, Mo.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word No ad received less than three lines.*

Wanted.

WANTED—First Class Cutlery Men one for the State of New York, one for the State of Pennsylvania and one for New England, to sell our line of Butcher Knives, Slicers, Kitchen Knives, &c. None but first class men, covering the territory thoroughly, will be considered and to such we will make a liberal commission and exclusive agency proposition. Address "J," care of HARDWARE.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Salesmen Wanted.

SALESMEN WANTED--Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

The Coldest Room made Comfortable in 10 Minutes with the PYRO HEATER



The most practical and effective gas jet heater on the market. Heats perfectly and uses the smallest possible quantity of gas. May be used for light cooking. Dealers who are looking for good profits in a quick selling gas heater will find

The Pyro Heater a Winner

Write for prices and booklet.

UEHLING-DECKER CO.,
PASSAIC, N. J.

The BEST Argument

in favor of a Tool Chest is its durability and usefulness. It must be handy in every respect.

That's exactly the reason why our

No. 1903
Handy TOOL Chest

is in great favor with Tool users generally — with mechanics in particular. We make all kinds, with and without tools.

Our tool chests bring you business. **How about your orders for 1904?** Before buying elsewhere, write us for prices and discounts.

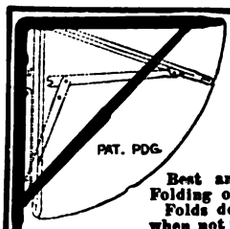
Mention HARDWARE.

American Tool Chest Co.
200 W. Houston St., N. Y.

To Let

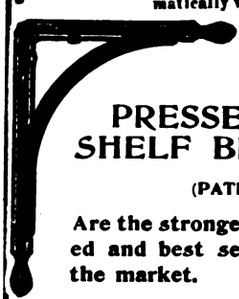
Desirable office rooms; suitable for Manufacturers Agents with sample lines Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.



GRIFFIN'S FOLDING BRACKET

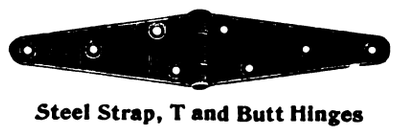
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

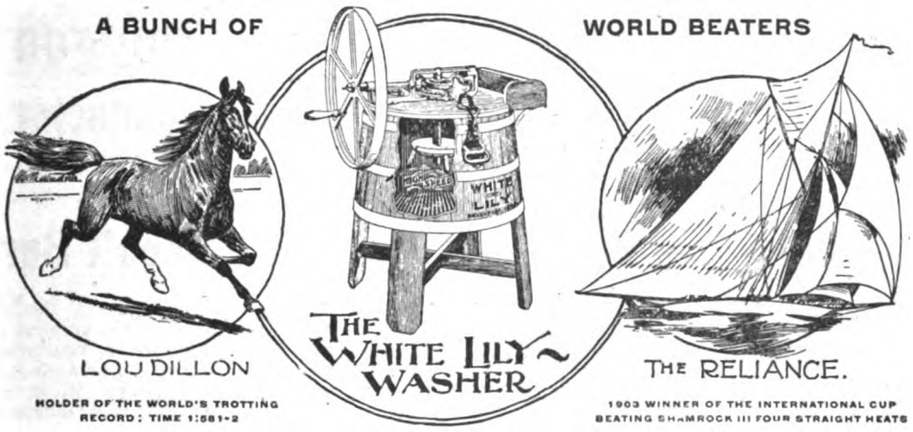
THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

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HIGH SPEED WINS

WHITE LILY WASHERS

A BUNCH OF WORLD BEATERS



HOLDER OF THE WORLD'S TROTTING RECORD: TIME 1:58 1-2

1903 WINNER OF THE INTERNATIONAL CUP BEATING SHAMROCK III FOUR STRAIGHT HEATS

WASH LILY WHITE

HOLDER OF WORLD'S RECORD FOR CLEAN, FAST, EASY WASHING

THE ONLY HIGH SPEED WASHER ON THE MARKET

TOLEDO, OHIO – THE WHITE LILY WASHER COMPANY – DAVENPORT, IOWA



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

A PERFECT MODEL WRENCH OR HAMMER



EXACT SIZE OF CUTS $2.00 PER DOZ.

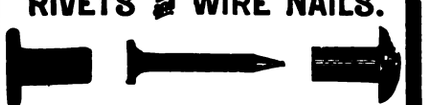
Exact Size of Cut.

Ebony Ivory, Coral or Amber handle $2.00 per doz. Pearl or Stone handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, on consignment, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.

Made in three sizes and all finishes. . . . . .



Catalogue on Application

The Champion Safety Lock Co
GENEVA, OHIO.

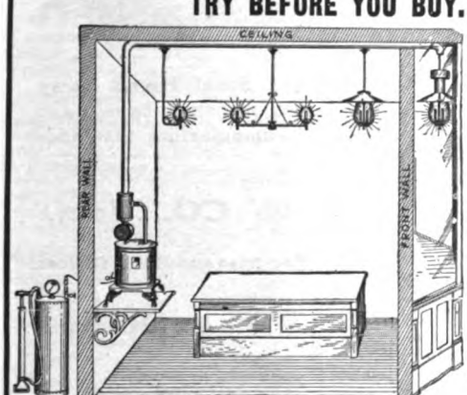


Lightning Whirling Sprayer

For household, garden and greenhouse use. Throws heavy or light spray 5-25 feet high. Durable. Send for circular, prices.

D. B Smith & Co. Utica, N. Y. U.S.A.

HOW DOES THIS STRIKE YOU?
TRY BEFORE YOU BUY.



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your Diagram for Estimate. We are manufacturers, not assemblers. Avoid cheap imitators who demand money in advance.

WHITE MFG. CO. 193½ Michigan St., Chicago, Ill.

Ann Arbor Lighting System



BE INDEPENDENT

of the gas and electric light companies.

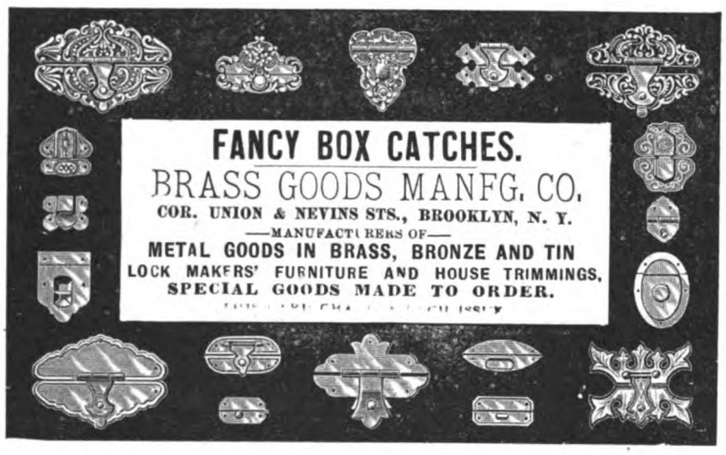
With an Ann Arbor Lighting System you can light your store better and cheaper than with electricity or gas. And the cost of operation is only about one-tenth as much. If you are using kerosene lamps, you should be particularly interested. Fuel is gasolene, absolutely safe, and permitted by the National Board of Fire Underriters.

If you want a store that will draw trade, write today for information and introductory offer. Liberal proposition to agents. Write for Booklet A on Lighting System, and Booklet C on Lamps for store and house.

SUPERIOR MFG. CO.,
210 Second St., ANN ARBOR, MICH.

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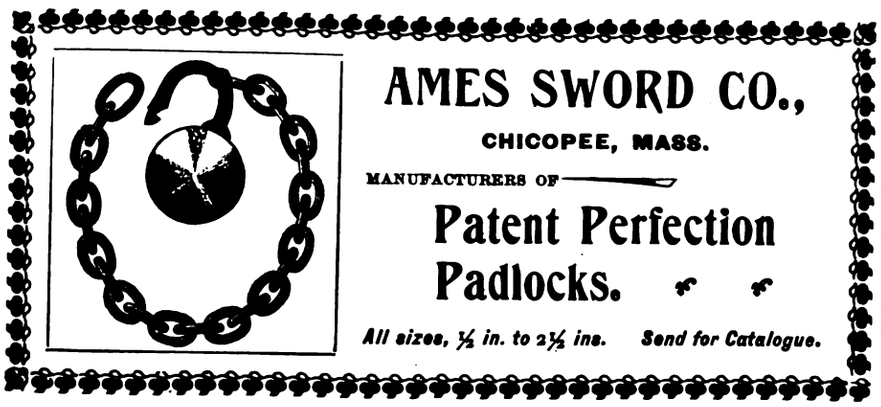
GET OUR PRICES BEFORE ORDERING



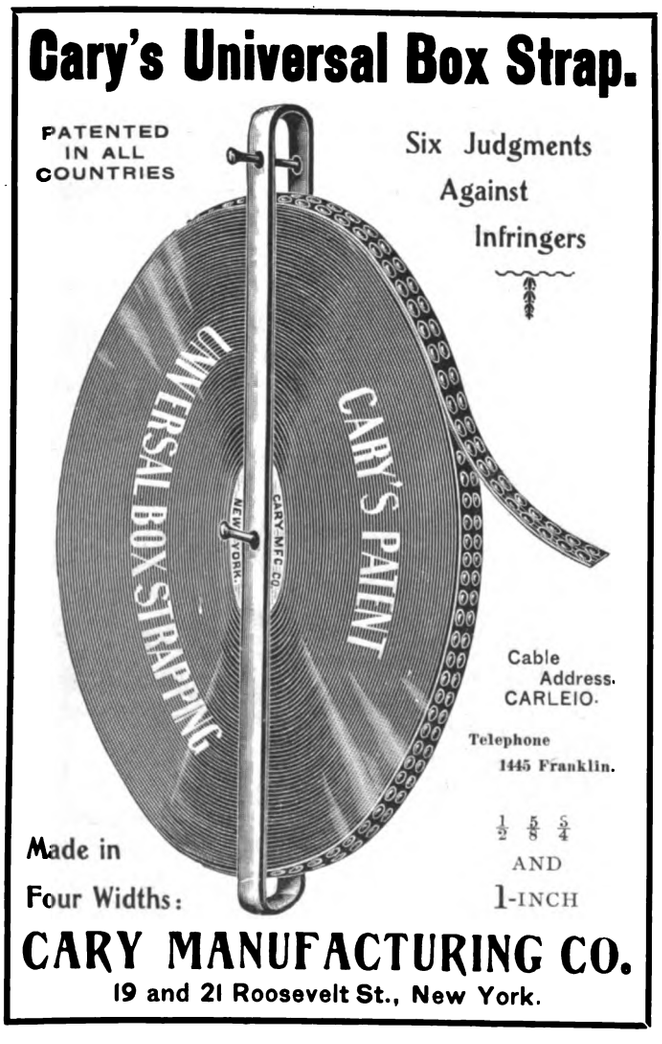
WRITE FOR QUOTATIONS

Mention "Hardware."











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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B 60c
G. D ..... per M 34@ 35c
F. L ..... per M 40@ 45c
G. E ..... per M 50@ 52c
Musket ..... per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M $2.00.
In ¼ Boxes ..... 20&5%
In 1-10 Boxes 20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal, Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, Swgd ... $1 90
B. B. Caps, Round Ball $1 49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges ..... 60&5%
Climax, Club, Rival, 10 and 12 gauge ..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge 20%
Climax, Union League, New Rival, 10 and 12 gauge 25%
Climax, Union League, New Rival, 14, 16 and 20 gauge ($7.50 list) .. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder 40%
Loaded with Smokeless Powder, medium grade ..... 10&5%
Loaded with Smokeless Powder high grade ..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag $1.60
Drop, B and larger per 25 lb. bag. 1.85
Buck 25-lb bag 1.85
Chilled, 25-lb bag 1.85
Dust Shot, 25 lb bag 2 25
Markle's Chilled 1 85
Raymond's Chilled 1.85
Sparks Chilled 1 85
Tatham's Chilled 1.85

GUN WADS—℔ 1000—

B. E., 11 up ..... $ 60
B. E., 9 & 10 ..... .70
B. E., 8 ..... .80
B. E., 7 ..... .80
P. E., 11 up 1.00
P. E., 9 & 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
} 15%

Ely's B. E., 11 and larger .. $1.70@$1.75
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.:	℔ doz
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire ..... 50&10%
Burton's ..... 50&10%
Gem 60%
Steel Drive 40%
Kohler's: ..... ℔ gro.
Invisible, No. 3 ..... $5.00
Perfect, No. 2 ..... 7.20
Bolt Holder, No. 1 ..... 9.00

Anvils—

American "Horse-Shoe" 9¼c
Arm & Hammer ..... 8½@8¾c
Eagle Anvils, ℔ lb, net ..... 7½@8c
Hay Budden, Wrought ..... 9@9½c
Horse Shoe Brand ..... 9@9½c
Peter Wright's 10½c
Trenton ..... 9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 .15&10%
Bench Anvils, Phoenix 40%

Augers and Auger Bits—

Boring Machine, Snells 70%
Com. Auger Bits ..... 70@70&10
Forstner Pat. Bits 25%
Ford Auger Bit Co.:
Auger Bits ..... } 40@ 10&10%
Car " ..... }
Machine Bits }
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82 ..55&10%
No. 10 Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 60⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits 60%
Extra 60%
No1 ..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car 40%
Jenning's Pattern Machine 25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonner's Adjustable ..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3 ..... 25&10%
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Swan's 40%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co. ..... 25&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ℔ doz. $60 ..... 50%
Swan's 60%

DOUBLE CUT GIMLET BITS—

Common, net ..... $2.75@3.00
German Pattern, net ..... $1.00@4 25
Mayhew's Diamond ℔ doz. $1.25 .. 40%
Swan's ..... 40&10%
C. E Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 40&10%
L'Hommedieu's ..... 15&10%
Snell's ..... 40&10%
Watrous' ..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad ..... 40&10%
Handled Scratch ..... 40&10%
Patent Peg 50%
Sewing, Com ..... 88c@$1.00
Shouldered Peg 50%
Shouldered Brad 50%
Socket Scratch ℔ doz $1.00
Stanley Rule & Level
Handled Brad ..... 30&10%
Patent Pegging ..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10 ..... 60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50 ..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50 ..... 30&10%

Axes—

First quality, best brands ..... $5.50@6.00
First quality, Jobbers' brands. 5.25@5.75
Beveled, add 25c. ℔ doz.
Firemans Bradleys 5%
Ice " 30%
Bradley's wide bit, net $10.50
Long Island, net 9. 25

HATCHETS—

Hunt's Underhill's or Blood's ..... 40&10%
Plumb's:
Shingling, etc ..... 33⅓&5
Broad and Bb'l 33⅓%
Boys Axes ..... 33⅓&5
D. Simmons & Co.:
Broad ..... } 50&5%
Shingling and Claw ..... }
Lath, Hunters', etc ..... }
Picks and Mattocks 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
2 " " " " ..... .25 "
10 " firkins (6 in case) ..... $1.20 "
25 " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " ..... 9 00 "
200 " ¼ bbls ..... } .08½lb
375 400 lb " ..... }

Balances—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2. 40%
Large Dial, Class D 30%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $7 50 ..... 25@30%
Tinned, each, $9 00 ..... 25@30%

Bells—

HAND—

Extra Heavy Brass ..... 60@60&10%
Light Brass ..... 60&10%
Pure Bell Metal ..... 55@60%
Silver Chime ..... 33⅓@33⅓&10
White Metal 60%

DOOR—

Trip, Gem ..... 50&10%
Alarm, Abbe's ..... 40@40&10%
Alarm, Yankee ..... 50@55%
Gong, Abbe's ..... 40@45%
Gong, Yankee ..... 50@55%
Lever, R. & E. Mfg. Co.'s ..... 55@55&10%
New Departure ..... 45@50%

COW—

Common Wrought 75%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 50%
Western, Sargent's List ..... 70@70&10%

Bellows—

Blacksmiths' 70%
Hand ..... 35@10%
Moulders' ..... 35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" ..... 50&10%
"Imperial," seamless stitched. 45&5%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand 60%
Competition Brand 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Phoenix 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40%

Binder Twine—

	Per Pound
Sisal	11¼c
Standard	11¼c
Standard Manila	12c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular 45%
Extension:
Barber's, ℔ doz. $15.00 ..... 45@50%
Ives' ℔ doz. $20.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ℔ doz. $3.00 ..... 33⅓@40%
Excelsior ℔ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity ℔ gr $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel ..... 60&60&10%
Eddy's ..... 60@10&70%
Hartz' Steel ..... 50@50&10%
Iron Strapped, Japan'd Sheaves. 70&10%
Iron Strapped, Lig Vitae Sheaves ... 60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square ..... 50@50&10%
Wrought Shutter, Standard list .. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list ..... 50&10@60%
Wrought Spring, Sargent's .. 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts ..... 65&5%
Machine, Plain Nuts 65%
Carriage, Common ..... 60&10%&10@70
Norway Iron, list Oct. '84 ..... 80%
Phila., Eagle, list June 1, '99 ..... 80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½& 10%
Norway, Phila 80%
Perthester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow 60%
Stove 80%

MISCELLANEOUS—

Sink 80

Bone Mills.

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔& 10%
Common Ring ..... 20&10%
Ives ..... 35&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.30&10
Millers Falls	7.50	15&10%
nell's, Rice's Pat.	2.50	2.75
jax		.40%
hillips		$4.00 net

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....25%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....20&10&5%
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114¼.....50&10%
No. 208¼@214¼.....50&10%
Lancaster Mach. & Knife Works.....70%
Peck's (P. S. & W. Co.'s..60&5&30&10%
Gen. Spofford's.....30&10@60%

Brackets—
Brackets, Griffin Folding.....70&10%
Brackets Griffin's Pressed Steel.....80%
Shelf, Bradley's Patent, full cases 30&10&10%
Bradley's In broken cases.....30&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list. .40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₱ doz net $5 00
Bemis & Call's.....65%

₱ Bright Wire Goods—
Standard, List, June 24, 1903.35&10@10%

Bull Rings—
Humason, Beckley & Co.'s.....30%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's.....60%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₱ doz. net $3.10

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....35%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....50@50&5%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....25%
Humason & Beckley's.....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts.....50%
Wrought Brass, list Sept. '96 30@30&10%
CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%
WROUGHT STEEL—
Table and Back Flaps.....75% } Extra 10% to 10&10
Narrow and Broad.....75% }
Inside Blind.....75&10% }
Loose Pin.....75&10% }
Loose Pin, Ball and Steeple Tip.....60⅔% }
Japanned, Ball Tip Butts.70&10% }
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10% }

Calipers—
Bemis & Call:
Wing.....60%
Double.....65%
Inside and Outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....55%

Can Openers—
American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.. ₱ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz., $3.00.....50%

Carriage Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Martin's Patent (Phœnix).....45%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%
Tucker's Patent, low list.....30%

Cattle Lenders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American".....40@45&10%
"Niagara".....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain... } 40%
Covert Mfg. Co. Halter Chain... }
Covert Mfg. Co., Heel Chain..... }
Covert Mfg Co., Rein Chain..... }
Covert Mfg. Co., Stallion Chain.. }
Galvanized Pump Chain.....4½@4¾c
German Coil, list July 24, '97...60@10@ 60&10&10%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60,&10&10%
Jack Chain, Brass..60&10@60.&10& 0%
Oneida Wire Dog Chains...45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
" Stake " 65%
" Heel " 30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Chain Hoists—
Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Carpet Stretchers—
Montross' "Excelsior,"...₱ doz., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₱ doz.....80c
Phoenix.....50%
Socket.....₱ doz., $1.75@$2.00

Carpet Sweepers— ₱ doz.

Bissell's "Cyco" Bearing "American Queen"	$27.00
Bissell's "Cyco" Bearing "Boudoir"	27.00
Bissell's "Cyco" Bearing "Ideal"	25.00
Bissell's "Cyco" Bearing "Gold Medal"	24.00
Bissell's "Cyco" Bearing "Premier"	24.00
Bissell's "Cyco" Bearing "Prize"	24.00
Bissell's "Cyco" Bearing "Welcome"	24.00
Bissell's "Cyco" Bearing "Superior"	24.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed	22.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed	24.00
Bissell's "Standard," japan trimmed	20.00
Bissell's "Standard," nickel trimmed	22.00
Bissell's "Crown Jewel," japan trimmed	19.00
Bissell's "Crown Jewel," nickel trimmed	21.00
Bissell's "Cyco" Bearing "Parlor Queen"	30.00
Bissell's "Cyco" Bearing "Crystal"	36.00
Bissell's "Cyco" Bearing "Grand"	30.00
Bissell's "Cyco" Bearing "Club"	54.00
Bissell's "Cyco" Bearing "Hall"	60.00

Subject to quantity rebates as follows:
8 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Mixer".....9.00
(Subject to quantity discounts.)

National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes full Nickel.....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel.....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned.....33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual Regular Bearings...18 00
NOTE- Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ₱ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix } 70
Ohio Tool Co. }
P. S. & W. }
Swan }
Witherby. }
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70. 16⅔&10%
Jennings & Griffin Mfg. Co.. 65&2&10%
TANGED AND BISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%
COLD CHISELS—
Good quality, ₱ lb.....15@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Clamps—
Phoenix:
Mal Screw.....60&5%
" Cabinet.....40&10%
" Quill Frame.....40%
Adjustable.....50%

Cleaners, Sidewalk— ₱ doz
Challenge Shank.....$3.35
Star Shank.....4.00
Star Socket.....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8 75 15%
1902 Chicago.....Each 10.75 15%

Coffee Mills—
Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%
National Specialty Mfg. Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers, 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div.....25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₱ doz $10.00
Williamson's.....40%

Corn and Fodder Compressor—
J. B. Hughes', ₱ dozen net.....$3.00

Corn Hooks— ₱ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....½&5%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....20%
Dixons: ₱ gro.

Eclipse.....7 in.	$3.75 9 in. $4.50
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7 50
Tailors, Black $5 62. Red & Blue	$9.00

Curry Combs—
Fitch's List.....net prices
Kohler's.....40%
The Metal Stamping Co. Ideal,..20&10%
New York Stamping Co. List, Sept. 17, '97.....40%
Phoenix.....40%
Perfect.....40%
Rubber, ₱ doz $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10@60%
Home.....50&10
Ogden's.....33⅓@40%

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....30%
Perfect.....65&10&10
Star (Coil), list Oct. '95.....70%
Torrey's Rod.....50@50&10%
Victor, Coil.....50&10&10%

Drain Cleaners—
Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Adjustable Handle.....35@35&10%
Bradley's.....40&5%
Swan's.....70@70&10%
Jennings & Griffin.....65&2&10%
Ohio Tool Co.....70@70&10%
P. S. & W.....70@70&10%
Witherby.....70@70&10%
Watrous.....16⅔&10%
L. & I. J. White.....30@35@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....40%
Breast, Goodell's.....25@30%
Breast, Millers Falls each $7 00.15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1. $10 00; Adjustable No 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. .....25@30%

Egg Testers—

Keystone ... .33⅓%
Spiral .....₩ gro. $4.25@$4.50
Standard Co., ... Net prices.
Tapiin Mfg. Co.....Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb.....10c
No. 54 to 150, ₩ lb.....10c } 20%
Flour, ₩ lb..... 8c

Enameline— ₩ gro

No. 4..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood..... .....35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives - ₩ doz.

"Challenge"..... $8 00
Popes..... 8.00
Wilkinson's .... $8.00 net
Woetenholm's... ... .$8 25

Faucets—

Brass Globe Cocks .....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh..... .....65&10&20%
Fin..... ..... 65&65&10%
Frary's Iron Petroleum ....60@60&10%
John Sommer's "Peerless," Tin Key.....40%
Joan Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 80%
John Sommer's "Reliable," Cork Lined .....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes .....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American..... .....75&5%
Arcade ....75&5%
J. Barton Smith ....75&5%
Disston's .... 75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ....75&5%
Kearney & Foot ....75&5%
Mc Clellan..... .... .75&5%
Nicholson .. ..70&10%
Nicholson's X. F. Files.....80@80&10%
Royal. ....80@60&10%

IMPORTED—

Stube.. ....Stubs' list, 30@33⅓%

Filters—

Acorn. 5%
Fulper's Natural Stone ..$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:

Level Winding Jeweled Reel, ₩ dos. $78 00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Anto Even Spooler.....₩ doz. 3.00
Gun Cleaner..... ₩ dos. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ dos. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.... ..... 60&20%
Fitch's..... .. ..net prices

Fluting Scissors—

List. 45%

Forges—

Boynton & Plummers... .... 60%

Forks—

Geneva:
Two Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines ....50&10&5%
Four Tine Hay..... .....60%
Long Three Tine, Grain, &c... 65%
Long Four Tine Header, &c.....65%
Alfalfa Deep Dish Header 65%
Three-Tine Baler.....65%
Four Tine Baler 65%
Barley and Grain.....60&20%
Champion Hay. 60%
Champion Manure .....60&15&2½%
Champion Header..... ..... 65%
Four-Tine Manure .. 60&15&2½%
Five and Six Tine Manure 60%&2½%
Spading Forks .....70&2½%
Potato Digging .. ..60&10%
Baling Press ..... 60&10%
Stable and Fish.....50&10&5

Heavy—

Sugar Beet..... ... .50%
Vegetable Scoop.....50%
Coke and Coal..... .....50%
Cotton Seed.....50%
Sluice 5%

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.... .....
Barn..... .....
Sluice .....
Cotton Seed .... } 40&10%
Coal and Coke.... .. ..
Stone ....
Tanners'.....
Shoving..... .....
Oyster.....

Fruit, Wine and Jelly Presses.

Enterprise ....30@45%

Fry Pans—

Standard List ....70&10

No ...	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse.....	$2.60	
Cotton Fuse	2.90	
Single Taped Fuse.....	3.25	5@10%
Double Taped Fuse.....	4.20	
Triple Taped Fuse.....	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel..... .....50%
Clap board .... .35&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@5%&10&10%
Stanley's..... ... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's... ..... 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut..... ....40&10@50%
Metal Head..... ..... 50&10%
Wood Head..... .... .. 50%
Swan's, German Pattern.... ..40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .... 25&25&10%
Mystic..... .....40%
Martine ... . 40&10%

Glue Pots

Enameled..... .... 40%
Tinned 85%

Graters—

Enterprise ....25@30%

Graphite, Lubricating.

Dixon's Pure Flake
633- 1 lb. cans, ...20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes,..... 15 cts. lb
645- 50 " " ..... 14½ cts. lb
646-100 " kegs,..... 14 cts. lb.
647-350 " barrels,..... 12 cts. lb.

Grindstone Fixtures—

Crank's..... .....30%
Forest City.....30@30&10%
Sargent's Patent.... .....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light..... .60&10%
P. S & W.....30&10@40
Reading..... .....60%

Gunpowder—

See Ammunition.

Gun ads—

See Ammunition.

Hafts—

Britton's .....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters... ....45%

Halter Chain

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3. $1.25, $1.50&$1.75.....40&10%
H. & B., Tack..... ...₩ doz. net $2.50
Maydole's .... 33⅓&5@40&10%
Phoenix, Tack .....40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail..... .40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers .....40&5%
Riveting and Tinners .....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb .....70&2½%
3 to 5 lb ....70&12½%
Over 5 lb .....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute..... .....40&5%
Sisal..... .....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted .. ... ₩ gr. $2.75@3.00
Auger, large .....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8 2½ 40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25..... .35&10%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel .....
Brad Awl ... ...
File..... ..... } 25@33⅓%
Auger..... .....
Soldering Iron ... ...)
Brad Awl ..... ₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr $1.10@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles . 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion .. ..45@45&10%
Disston's..... .....50%

Hangers, Barn Door

Old Pattern.... . ...60&10%
New England ..... .66⅔@70%
Lane's Covered. .. 50&10 &10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special..... .. 50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's Roller Bearing.....60&10%
Cronk's Steel, covered Loose Axle....60%
McKinney's "None Better," No. 2, $18 00; No. 1 Special, $15.00, ₩ dozen pairs..... .....60&10%
Myers' Stay-on .. ..50&10%
Wilcox's New Century.. ...50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard .....net, $3.35
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B 448, 40 drawers, no partitions, run. ft , $3 60; net each $80.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run ft., $2 25; net each 18.75
No. 1708 with two adjustable center shelves, run. ft., $4 75; net each..... .. .. 22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft.. $2.71; net each 22 57
No 1770, 8 nail spaces and 4 open shelf spaces above run. ft. $3.10; net each..... ..... 25 84
No 1772 8 nail spaces and 6 assorted oak drawers above nail bins run ft., $4.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1 10 ₩ doz 50%
Wrought..... ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... .. ..80%

Hatchets

See Axes.

Hay Hooks—

Humason & Beckley..... 60&10&10%

Hay Tools—

F. E Myers & Bro.:
Comb. Car, Double Steel T.....$7.00
Comb. Car, Wood Track..... .. 7.00
Common 6 in. Wood Sheave Pulley. Fig. 443.... ..... .₩ doz. 3.36
D. H. Fork Steel Regular ..each, 1.00
Double Grapple Fork .... .each, 7.00
Double Rail Steel Track, complete with clamps.....₩ ft... .20
Faultless Steel Frame K. P. Pulley, Fig. 435 .....₩ dos. 4.00
Faultless Steel Frame 6 in Plain Pulley, Fig 485 .....₩ doz. 3.80
Floor Hooks, ¾ in .....₩ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 ....₩ doz. 4.00
Hanging Hooks for Double Steel Track ....₩ doz. 1.40
Hanging Hooks for Single Steel Track .....₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in ..... ₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in 1.80
Malleable Frame K. P. Pulleys, Fig. 476. ..... ₩ dos. 1.60
Malleable Rafter Brackets, ₩ dos.
Nellis Fork .....each, 3.00
New Myers Iron Rod Car..... 7.00
Reed Wood Frame Pulley with Hook, Fig. 434 .....₩ doz. 4.00
Rev. Car., Double Steel Track.... 7.00
Rev. Car., Wood Track..... ... 7.00
Rope Hitch.....₩ dos. 3 00
Single Rail Car, Single Steel T 7.00
Single Rail Steel Track with clamps. .. .. ₩ ft. .20
Sprout's Shear Fork, each.....$1.50
Steel Frame Pulley with Iron Sheave Fig. 565, ₩ doz 3.20
Sure Grip Sling Car, Steel or Wood Track 12.00
Walker Fork, each..... ...3.50
Wrought Rafter Brackets ₩ doz .70
Discount on above, 0%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge. ₩ doz. net $10
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay Sickle edge per doz net$10
Auburn Straw..... ... .40&10%
Lightning, from jobbers.....60&5%
Wadsworth's .... 40& 10%

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 3½c. / 14 to 20 in., ₩ lb, 3½c. / 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5%
Heavy Strap Hinges....80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges .....70&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T.....80&40
} Extra 10%@20%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B Floor Hinges.....40%
Bardsley's Patent Checking 15%
Chicago.....25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7 80 .....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ doz. $4.90. ..... 60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ₩ dos. $4.20.. .....60%

BLIND HINGES—

Battinger & Berkley.....50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3. . ...70&10%
Mortise Gravity. 50%
Nos. 1, 3, 5..... ...70&10%
Nos. 40 and 50..... .....70%
Parker..... .....70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 13.....10&10%
W. H. Co.'s No. 2 Mortise Gravity.. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz..sets.30&10%

Hitching Cords—

Covert Mfg. Co..... ....45%
" " " ....
Hitchers Stall..... .....35%

Hoes—

Columbian, Field and Washington Co ....70&10%
Meadow and Rhode Island..... 7 %
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery..60%&12½%
Street and Mortar ..... 70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'..... .....75&12½%
Straight Shank Planters .. 7 &10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton..... .....70&10&10%
Ladies' Cotton..... .....75&7½%
Cotton Chopper..... ..... 75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes .. ..66⅔&15%
Turf Edgers..... .....50&15%

Hoists, Chain—

"Moores'," Anti-Friction.....30%
" Hand Hoist... ....20%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretsinger Cut-Ezy.....℔ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list..50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ℔ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....℔ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						35½c net
Nos	6	7	8	9	10	
Ausable	26c	26c	25c	24c	23c	50&10%
C. B. K	25c	24c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	80&10%
Essex	28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes.....35½c net
Maud S.....25c 25c 23c 21c 21c.....50%
Neponset, Nos. 5 to 10, ℔ lb.....12c.
Northwestern 25c 23c 23c 21c 20c 25@25&5%
Putnam.....23c 21c 20c 19c 18c..33⅓&5%
Vulcan.....23c 21c 20c 19c 18c.25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....4
Hemp.....
.....45
.....

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ℔ doz. $6.00..25@30%
No. 34. ℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
utcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson Butcher Knives.....net

Knives, Hay and Straw—
See Hay Knives.

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead.℔ gr. .....$1.25@1.50
Carriage, Jap.....℔ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40"
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4 00
4 " 5.00
8 " 6.50
} 25%

Latches—
Cronk's Barn Door.....Net, $3.00
℔ doz.

Lathe Disc Sharpener—
The B-B Mfg. Co.:
℔ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T.....70&10%
Style A, (all steel).....60&10%
Style F, Low Wheel.....60&10%
Style E, High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.
$6.00	$6.25	$6 50 each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....35@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
℔ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy.....net, per dozen$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ℔ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ℔ doz. $6.50; 2, $8.85; 3, $1.65; Queen, $3.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....℔ doz. $6.00 30&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....35&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$20

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$5	$4.50	$6

Home No. 1, ℔ doz. $22-75.....50&10%
Little Giant.....33⅓@40%

Nos	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ℔ doz.....30&10@40%

Nos	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18
Magnolia, Anti-Friction.....25
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ℔ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Nippers—
"Gem," ⅛ gross lots, ℔ gross....$21.00
" less quantity, ℔ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk, ℔ doz.....$9.00
Cyclops.....40&10%
Eclipse.....℔ doz. 18 00, 25&10&10%
Eureka, No. 74.....℔ doz. net $8.50
Eureka, No. 75.....℔ doz. net 8.00
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....℔ doz. $18.00. 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....℔ doz. 4.25
" No. 3 D.....℔ doz. 3.75
Large,
" No. 2 B.....℔ doz. 4.75
" No. 2 D.....℔ doz. 4.00

Nail Sets

	℔ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....℔ gr... $5 25
Corrugated.....6.75
Knurled.....6.75@7 50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5 20
Square Tapped.....4.80
Hexagon, Tapped.....5.00

Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@ 70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb
" Small " ..10 c " "
Queer Creek Axe ...20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60c ℔ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queen Creek Oilstones, (25c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, ₩50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 18c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Pans—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7 50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 7s 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Victor $60 00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7 50
Lumber 6 87
Colored Lumber 9.00
Black Artists 9 87
Colored ..... $4.83@7 50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5
Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding 33 1 3%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" .. } 30&5@30&10&5%
Ohio ..... }
Sandusky ..... }
Buck Bros 30%
Butcher's ..... $5.00@5 25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers.
No. 1 ..... 60%
" 20 ..... net $9.00
" 40 ..... 70%
" 50 ..... 80%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 50%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
" Lap Joint ..... 40 &10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10 @75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.N
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 3-oz cans, ₩ doz ... 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 4 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13 00
New Champion ..... " " 6.00
Rival ..... " " 8 00
Ryan s ..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8 25
Split Handle ..... " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ... $6.50

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.75
Perfection ..... " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, al styles. 33⅓%
Disston's Combined Pruning Hook and Saw ₩ doz., $18 00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%

Smith's:
Pruning Shears ..... 6 s 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C Co.'s Combination ..... ₩ doz., $2 00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all-steel:
No. 8 2½-inch wheel, ₩ doz. in barrel lots, ₩ doz. 2 95¾c
No. 7, in barrel lots ₩ doz ..... 2 c
Extra for plated finish, ₩ doz 20c
Extra for antique bronze bushing, ₩ doz 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $3.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5 70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack 4%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@7½%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 828, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump 15.00
No 5, Fig. 807, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 807, 3½ in. Deep Well Pump 17.00
No. 11, Fig. 821, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 528, 3 in. Deep Well Pump 17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 832, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 833, 2½ in. Deep Well Pump 15.00
No. 72, Fig 833, 3 in. Deep Well Pump 15.00
No. 73, Fig. 833, 3½ in. Deep Well Pump 16.00
No. 109, Fig. 448, 3 inch Lift Pump 9.00
No. 108, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 236, Fig. 389, Windmill Pump 12.50
No 235, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 354, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 492, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Check 50%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Shell's Tinners' ..... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₩ doz ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co., ... 30%

Rail—

	⅛	⅜	¾
Barn Door, Light, In.			
₩ 100 feet	$1.40	1.85	3.60

Barn Door, "None Better" No. 1, ₩ foot 8¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 8¼c
Double Braced 8¾c
Lane's:
O. N. T. 1 in. ..... net, $4.00
O. N. T. 1½ in ..... net, 8.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb. 35c ..... 10@20%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ..... 70&10%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen	20, $3 60
" "	21, 3.75
Jumbo Lawn	36, 5.40
Paragon (Wood Head)	2.85
Steel, Garden 10th	2 50
" " 12th	2 70
" " 14th	2.85
" " 16th	3 0

Geneva Garden and Gravel 70%
Genesa Weidler Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall Heavy Braced Curved ... 70&10%
*Mall Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Wosteoholm and Butcher, $10 00 to £ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 5%

Registers and Ventilators—

BOT AIR
New List, July 1, 1903:
Black Japanned .... } 70 to 75%
White Japanned ... }
Bronzed Finishes .. }
Electro-Plated ..... }
Nickel Plated ..... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwan's Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—
Tinners 70%
Miscellaneous 70%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18½c
2d grade, ¼ in. and larger 14½c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7 16 in. and larger ..... 12 c
⅜ in 13½c
½ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9¼c
⅜ in ..... 9c@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 55&10%
Starrett's Rules and Straight Edges, Steel ..... 25&10

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 60%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3.15
Aluminum Finish " " 3.15
Full Nickel " " 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth	50&10@60%
Garnet Paper	30@30&5%
Sand and Emery Paper	50&10@60%

Sash Balances—
Caldwell Mfg. Co 50
Victor Bronze 75%
Victor Steel 70

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Royal Metal ..... 66&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 50%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 18½@14c
Common India ..... ₩ lb 9@10c
Patent Russia ..... ₩ lb 12½@13c
Patent India ..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord. ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 28½@30c
"Samson" Braided Italian Hemp ₩ lb 32 @36c
"Samson" Braided Linen ... ₩ lb. 49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c, 5%
A Quality, White ..... ₩ lb 35c, 5%
B Quality, Drab ..... ₩ lb 35c, 5%
B Quality, White ..... ₩ lb 30c, 5%
United States:
B Quality ..... ₩ lb 18½c
C Quality ..... ₩ lb 17½c
White Cotton, Hard Braided ... ₩ lb 18c

Sash Fasteners.
Ives "Crescent" 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass ... 50&5%
Cast Iron ..... 60&2½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 80%
Reading ..... 60&10&10%

Sash Weights—
Ton lots at factory $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 35%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ⅛ to 3-16 in. Wide 60%

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&10
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ⅛ in. to 2¼ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 14, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₩ doz.....28%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Nets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. $8 50
"Royal".....₩ doz. 5 00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cut, Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive.....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.60@ 2. 0
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.0 @4.00
Foot.....50&5&40&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—

DOOR—

Phillips: ₩ doz.
7/8 in., Style E, Fancy Screen Doors.....$10.50
7/8 in., Style G, Common Screen Doors.....6 75
7-8 Style K-4 Screen Doors.....8 75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....60&5%

Screw Drivers—

Brace Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....₩ doz. $6.00 net
Electric Spiral No. 02.....₩ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Bol. Udie. Sets. No. 3.....$12, 50%
Howard-Allard.....{A1 ₩ doz., $9.00 net / A2 ₩ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ₩ doz. $18.50 net: No. 2 ₩ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver Bits (Snell's) ₩ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....70&10%
No 10.....75&10%
Nos 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85& 0%
Brass, Round Head.....85&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½& 10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $8.00; 1⅛, $8.50; 1¼, $4.25
Bench, Wood, Beech.....83⅓@85%
Chair.....60&10%
Hand, Wood.....83⅓@85%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....35%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete $10.00.....15&10%
Rogers, complete, $4 00.....15&10%

Scythes— ₩ doz.

Natural Finish, Grass.....$5 00
Polished Blade, Grass.....5 50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00

Scythe Rifles.

3- "oat.....$10 00 ₩ gro. } 40%
4- " .....$12 00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ₩ gro. }
No 2 " " .... 4 50 " " }
White Mountain.... 9.00 " " }
Black Diamond.....12.00 " " }
Lamoille.....11 00 " " } 40%
Green Mountains... 6 00 " " }
Leader Red End.... 4.50 " " }
Willoughby Lake.... 9.00 " " }
Extra Quinnebog.... 7 00 " " }
Pike's Corundum....24 00 " " }
" Emery.....15.00 " " }

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
Carrier Cutlery Co.:
N P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.'
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@80%
M. W Co., list July, 1888.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&5%

SLIDING SHUTTER—

Reading list.....60%
R. & E Mfg. Co.s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..₩ gross, $10@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....80%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12..40%
Enterprise.....25@40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%

Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....10%
Yankee.....30&5

Snaths

National Snath Co:
Scythe.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son, Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 1—

₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.00
Rogers, Smith & Co.....3.00
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
TrySquare and T Bevel 60&10& 10% @70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10%@75
Steel and Iron.....70&10%@75

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c.@7c.

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50.....66⅔%
" Nos 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%

Steels—

Chatillon's "Dicks".....80%

Stock Fountains—

The B-B Mfg. Co.:
"Dewey," ₩ doz., net.....$18

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50&50&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE BARERS—

Holroyd & Co.....75&10@80&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S S.....90&10%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₩ doz., net.....$1.00
Columbia, No. 2, ₩ doz., net.....1.50
Little Jack.....₩ doz.....1.60

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Tapes, Measuring—

American Asbes' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmith.....65&10%
Machine Screw.....60%
Machinist' Hand:
1-16 to ¼ in. inc.....65&10%
2 1-8 to 3 in. inc.....40%
3 1 8 to 4 in inc.....25%
Pipe, ⅛ to 1¼.....60&10%
Pipe. 2 to 3 in.....60&15%
Pipe 3½ & 4 in.....60%&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria
20&10%

Tinware—

Stamped, Japanned and Pieced,
Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....35@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Sachus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..
50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 808 and
804. ₱100.....net. $14.00
Payson's:
Balance, Iron List.....30%

Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.25, ₱ gro. $12.00
Globe.....₱ doz 1.25, ₱ gro. 12 00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@47.5&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₱ doz...$1.00, 1%
Mouse, Wood, Choker, ₱ doz. holes,
9@10c
Marty French Rat and Mouse Traps
(Genuine):
No. 1, Rat, each $1.18, ₱ doz...$12.00
No. 3, Rat, ₱ doz., $6.00; ca of 50 5.25
No. 3½, Rat, ₱ doz., $4.75; case of 72 4.25
No. 4 Mouse, ₱ doz., $3.50; case of 72 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150 2.25
Schuyler Rat Killer No. 1, ₱ gro., $15.00; No. 2, ₱ gro. net $15.00
Mouse, No 3.....net 9 00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15 00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....80%

Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%

W. & McP. Plastering.....25%
"Hose" Brick, Plastering and Mould ers.....25&5%

Trowels, Garden—

Koblers:
Mal Hdl. Jap.....₱ gross, net, $5 00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%

Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Ova. Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%

Phoenix:
Oval Slide.....40&10%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30%
Stephens.....20%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati.....40%
Stearns Com. No. 0, 1, 2 and 3,
50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33,
33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....80&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Wedges.

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth
75%

Weed Extractors—

"Pastime".....₱ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton s.....25&10%

Window Stop Adjusters—

Ives' New List.....25&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods,
New List.....85&10%@85&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, assorted for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....71½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 20.....70%
Nos 15 to 18 Tinned Annealed.....70%
Nos. 19 to 30 " " ...67½
Nos 19 to 30 Bright Annealed
Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900....
85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality,
₱ 100 sq. ft. $1.15@1.25

Wire Rope—

New List July 1, 1899.
Bright.....40&2½%
Cast Steel.....60%
Iron, Galvanized, add 10 per
cent to list.....85&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural.....75&10@80%
Alligator.....65&10@70%
Baxter's.....70@,0&10%

Bemis & Call's:
Brigge Pattern.....80&10%
No. 3 Pipe, Bright.....50%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@
60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 38c
Linseed, City, Boiled, in barrels,
₱ gal. 40c
Out of Town on Spot.....₱ gal. 36c
Calcutta, Raw, in barrels.....₱ gal. 65c
Lard, Prime City.....₱ gal.....67c
Lard, Extra, No. 1.....54c
Lard, No. 2.....44c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton,
$19.00@$21.00
Barytes, American Floated, ₱ ton,
$19.00@$30.00
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls.
₱ lb. 5¼@6¼c
White Lead, American, in Oil, in lots
of less than 500 lbs. ..₱ lb. net 7¼c
In lots of 500 lbs. and over. ₱ lb. 6¾c
White Lead, Eng., in Oil..₱ lb. 7¾@8½c
Litharge, Kegs.....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk.....$1.40
In bladders.....2.40
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12½ lb.....2.50

Spirits Turpentine—

In regular bbls.....59 @59½c
In machine bbls.....59½@ 60c

Dry Colors—

	₱ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5	@ 7 c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3	@ 5½ c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Carr & Co., New York.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.

All Steel Hatchets.
Warren McArthur, Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.
Peters Cartridge Co., Cincinnati, O.,

Animal Pokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Awning Lines.
Samson Cordage Works, Boston, Mass.

Axes and Edge Tools.
Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva O.

Beet Hoes.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City N. J

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears
Bruce & Cook, New York.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros, Poughkeepsie, N. Y.

Blue Flame Stoves.
Sun Stove Co, Detroit, Mich.

Bolt and Screw Cases.
J D. Warren Mfg Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel
Griffin Mfg Co. Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Catches, Fancy
Brass Goods Mfg. Co., Brooklyn, N.Y

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Cuspidors.
John Bassimer & Sons, New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Bridge Rods.
Columbus Bolt Works, Columbus, O

Brooders.
New Haven Incubator Co., New Haven, Conn.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N Y.
Champion Safety Lock Co, Geneva, O
John H. Graham & Co, New York.
Hobart B. Ives & Co., New Haven, Conn
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Business Systems.
Shaw Walker Co., Muskegon, Mich

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros, Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co, Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
Eagle Supply Co., New Haven, Conn.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N J.

Carpenters' Tools.
Stanley Rule & Level Co., New York

Carpet Stretchers.
George S Knapp, Bridgeport, Conn.
Sitterly Novelty Works, Auburn, N.Y

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich. and New York.
National Sweeper Co, Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio

Cartridges
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D Warren Mfg. Co., Chicago, Ill.

Chains.
Covert Mfg Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chalk Lines.
Samson Cordage Works, Boston, Mass.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chimney Tops,
Iwan Bros., Streator, Ill.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.

Churns.
One Minute Churn Co.
American Wooden Ware Mfg Co.

Clamps.
Batavia Clamp Co. Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua N. H.
Alfred Field & Co., New York.
John H Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Clothes Lines.
Samson Cordage Works, Boston, Mass.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co, New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y
John H. Graham & Co., New York.
Sargent & Co., New York
Williamson, W. N. Co, Newark, N.J.

Coffee Pots, Improved.
Household Manfg Co., Buffalo N. Y

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.
Bruce & Cook, New York.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Copper, Sheet.
Bruce & Cook, New York.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa
C. T. Williamson W. N. Co, Newark, N. J.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Counsellors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream Operator Faucets.
Clark Novelty Co., Rochester, N. Y.

Curled Hair.
Beeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Cutlery, Pocket.
John Chatillon & Sons, New York
Jos. Rodgers & Sons, Sheffield, Eng
Voigt, Starr & Co., New York.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cut-Offs, Rain Water.
Cooney & Geiger, Indianapolis, Ind.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Bridgeport Hardware Mfg Co Bridgeport, Conn.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Discount Books.
Hardware Publishing Co., New York

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drilling Attachments.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.
Silver Mfg. Co., Salem, Ohio.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Eaves Trough Hanger.
Iwan Bros., Streator, Ill.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Enamage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Peloube Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H Graham & Co., New York.

Farming Tools.
Geneva Tool Co, Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind
Jones Iron Works, Buffalo, N. Y.
Van Dorn Iron Works Co., Cleveland, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co, Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
American Filter Co, Milwaukee, Wis.
Champion Safety Lock Co., Geneva, O.

Fire Arms
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Extinguishers.
John Bassimer & Sons, New York.

Fish Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Fishing Reels.
A. W. Bishop & Son, Racine, Wis.

Floor Plates.
American Tube and Stamping Co, Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Facings.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Avery Stamping Co, Cleveland, O.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Fixers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Arms
Conn.
Walworth Mfg. Co., Boston Mass.

Gasoline Lamps.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Sun Stove Co, Detroit, Mich.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Water Coolers.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co, Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Fred. D. Bischoff & Co., Chicago, Ills.
Cronk & Carrier Mfg. Co., Elmira N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Sargent & Co., New York
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Iwan Bros., Streator, Ill.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co, New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O
Lane Bros Co., Poughkeepsie, N. Y.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Harness Dressing.
Frank Miller Co., New York, N. Y

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa

Hay Cutters.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Knives.
Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baltinger & Berkley Patent Hinge Co.
Griffin Mfg Co, Erie, Pa.
McKinney Mfg. Co, Allegheny, Pa.
Nies Mfg. Co, Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Nies Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co, Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co, New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks.
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Peloube Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H. C. H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ills.

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts
E. L. Ruggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Latches.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Odell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Guards.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. L. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Spouts.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B. Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport, Conn
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn
Voigt Starr & Co., New York.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Voigt Starr & Co., New York.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Haddam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa
Bruce & Cook, New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers,
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. L. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety
Cattaraugus Cutlery Co.
Kampfe Brothers.
Gem Cutlery Co.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

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Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord.
Samson Cordage Works, Boston.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.

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Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

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Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

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Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
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Alfred Field & Co., New York.
Chas. Morrill, New York.

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E. C. Atkins & Co., Indianapolis, Ind
C. E. Jennings & Co., New York.

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American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
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Syracuse Chilled Plow Co., Syracuse, N. Y.

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A. J. Phillips Co., Fenton, Mich.

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C. E. Jennings & Co., New York.
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North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York
Voigt Starr & Co., New York.

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Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

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Alfred Field & Co., New York.

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Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

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Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

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Schwerdtle Stamp Co., Bridgeport Conn.

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Shrimpton Mfg. Co., New York.

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National Sewing Machine Co., Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
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Joseph Rodgers & Sons, New York.

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American Shearer Mfg. Co., Nashua, N. H.

Sheet Iron.
Bruce & Cook, New York.

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Dunbar Bros., Bristol, Conn

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Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

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J. D. Warren Mfg Co., Chicago, Ill.

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Iowa Farming Tool Co., Fort Madison, Iowa.

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C. J. Kimball Co., Bennington, N. H.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Avery Stamping Co., Cleveland, Ohio.

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J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Brackets.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

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Geneva Tool Co., Geneva, O.

Sidewalk Cleaners.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

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Luther Boardman & Son, East Haddam, Conn.

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John W Sudlow, Brooklyn, N. Y

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

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Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
Avery Stamping Co., Cleveland, O.
Iowa Farming Tool Co., Fort Madison, Iowa
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

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Avery Stamping Co., Cleveland, O.

Spading Forks.
Geneva Tool Co., Geneva, O
Iowa Farming Tool Co., Fort Madison, Ia.

Spark Guards.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg Co., Phila., Pa.
Voigt, Starr & Co., New York.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

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A. W. Bishop & Son, Racine, Wis.

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John Chatillon & Sons, New York
Dunbar Bros., Bristol, Conn.

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John Chatillon & Sons, New York

Spring Hinges.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
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Sargent & Co., New York.

Squares, Steel.
Sargent & Co. New York.
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Eagle Cooperage Works
American Wooden Ware Mfg Co.

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Hunt & Dorman Mfg Co., Cleveland, Ohio.

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Schwerdtle Stamp Co., Bridgeport, Conn.

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American Tube & Stamping Co., Bridgeport, Conn

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Bommer Bros., Brooklyn, N. Y.

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Sandage Steel Skein Co, So. Bend, Ind.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

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Keuffel & Esser, New York.
L. S Starrett Co., Athol, Mass.

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American Steel Roofing Co., Middletown, O.
Canton Steel Roofing Co. Canton, O

Steel Shovels.
Avery Stamping Co., Cleveland, O.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Steel Springs.
Dunbar Bros., Bristol, Conn.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stencil Machines.
American Hardware Co., New York

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

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Geneva Tool Co., Geneva, O.

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J. D. Warren Mfg. Co., Chicago.

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Stove Boards.
Cooper & McKee, Brooklyn, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.

Stove Trimmings.
Fanner Mfg Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
P. B Shuster Co, New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Strops, Razor.
Alfred Field & Co., New York
Wm. T. Mann & Co., Cleveland, O.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co, Ft. Madison, Iowa

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

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Henry Disston & Sons, Inc., Philadelphia Pa.
Sargent & Co., New York.

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John H Graham & Co., New York.

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R. Heinisch's Sons Co., Newark, N. J.

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Bruce & Cook, New York.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.
International Cutlery Co., Fremont, Ohio.

Tool Chests.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
E. C Atkins & Co, Indianapolis, Ind.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co, Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt, Starr & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Towel Rolls.
Udell Works, Indianapolis, Ind,

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

Trowels.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.

Trucks, Store.
John Chatillon & Sons, New York
John H. Graham & Co., New York.

Tubes, Seamless Drawn.
American Tube & Stamping Co., Bridgeport, Conn.

Tubing.
American Tube and Stamping Co., Bridgeport, Conn.

Turnbuckles.
Columbus Bolt Works, Columbus, O.
Merrill Bros., Brooklyn, N. Y.

Twine.
Samson Cordage Works, Boston.

Twist Drills.
C. E. Jennings & Co., New York.

Typewriters.
Fox Machine Co., Grand Rapids, Mich.
Hammond Typewriter Co., New York

Valves, Pump.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.
Berry Bros., Ltd., Detroit, Mich.
Forest City Paint & Varnish Co., Cleveland Ohio.

Vases, Flower.
Gilbert & Bennett Mfg. Co, New York and Chicago.

Ventilators.
Berger Bros. Co., Philadelphia.
Bruce & Cook New York.
Iwan Bros., Streator, Ill.

Vises.
Armstrong Mfg. Co., Bridgeport, Ct.
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Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt Starr & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Wagon Castings.
Sandage Steel Skein Co., So. Bend, Ind.

Wagon Covers.
Wagner Mfg. Co., Cleveland, Ohio.

Wagon Jacks.
Covert Mfg. Co., West Troy, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Wagon Scales.
Osgood Scale Co., Binghamton, N. Y.

Washers, Iron and Steel.
Columbus Bolt Works, Columbus, O.

Washing Machines.
Benbow-Brammer Manfg. Co., St. Louis, Mo.
H. F. Brammer Mfg. Co., Davenport, Ia.
Boss Washing Machine Co., Cincinnati, O.
Voss Bros. Mfg. Co., Davenport, Iowa
White Lily Washer Co., Davenport, Iowa.

Water Coolers
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Waterproof Horse Covers.
Wagner Mfg. Co., Cleveland, O.

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Iowa Farming Tool Co., Fort Madison, Iowa.

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Iwan Bros., Streator, Ill.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Wholesale Hardware.
Logan-Gregg Hardware Co., Pittsburg, Pa.
Sickels & Nutting Co., New York.

Window Lines, Pulleys, etc.
Samson Cordage Works, Boston.

Window Screens and Doors.
John H Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.

Window and Screen Hangers and Fasteners.
Phenix Mfg. Co., Milwaukee, Wis.

Wire, Coiled Spring.
John Chatillon & Sons, New York.
Dunbar Bros., Bristol, Conn.

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Bruce & Cook, New York.

Wire Cloth.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Buffalo Wire Works Co., Buffalo N. Y.

Wire Gates, Fences and Fencing
W. J. Adam, Joliet, Ill
J. E Bolles Iron and Wire Works, Detroit, Mich.
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Wire Goods Manufacturers.
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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
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Wire Machinery.
F. B. Shuster Co, New Haven, Conn.

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New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.

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Alfred Field & Co., New York

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J. E. Bolles Iron and Wire Works, Detroit, Mich.
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Wood Boring Machines.
Ajax Mfg. Co. Pittsburgh, Pa.

Wood Door Knobs.
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Wood Hardware Specialties.
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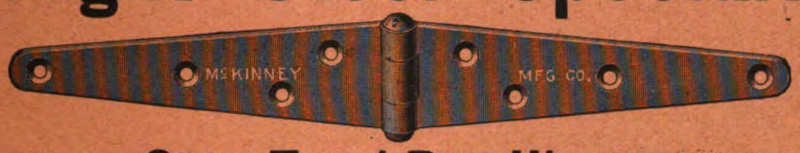
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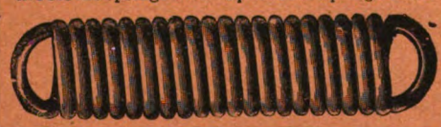
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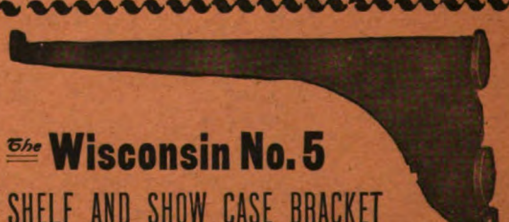


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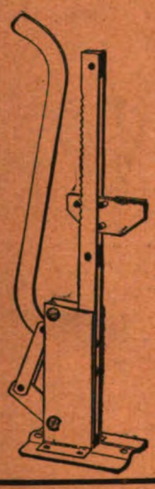
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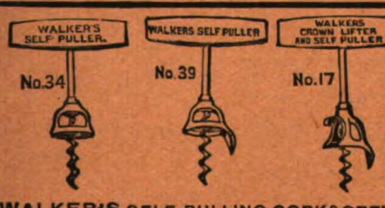
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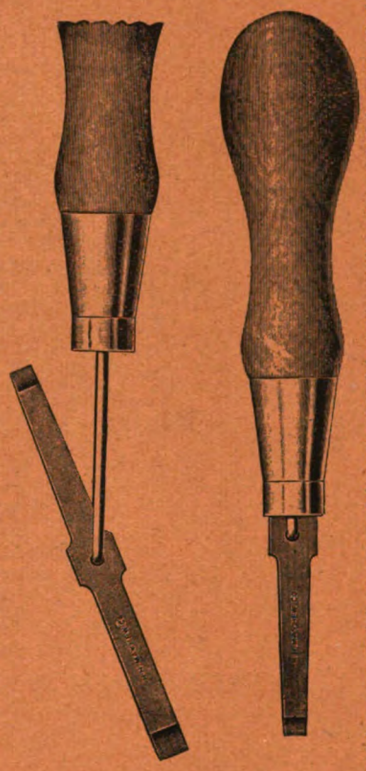


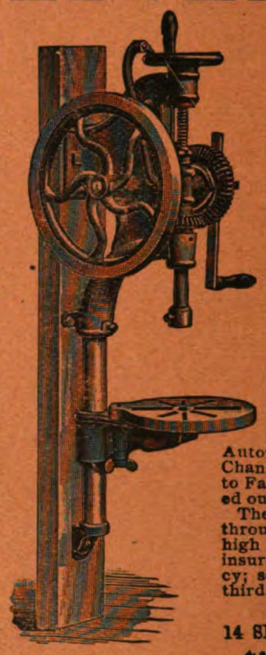
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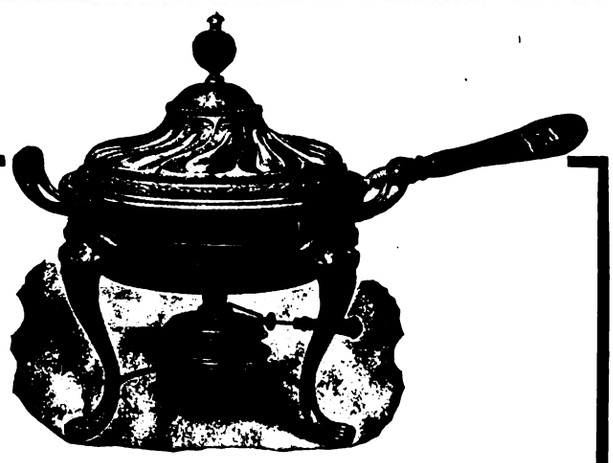
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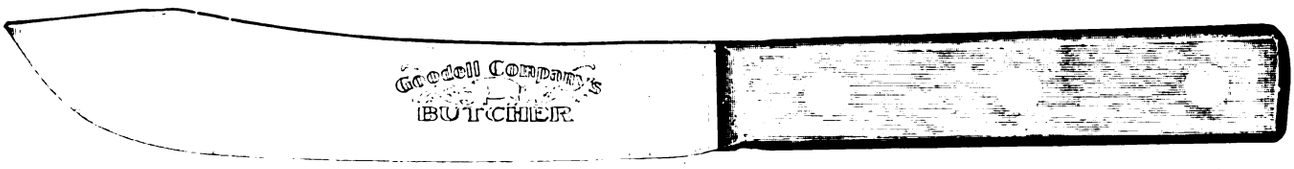
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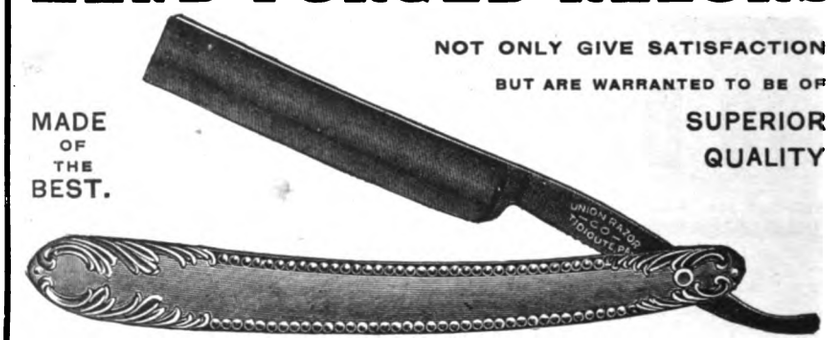
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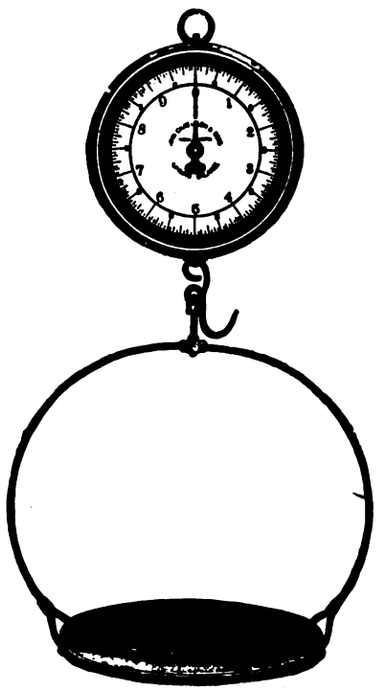




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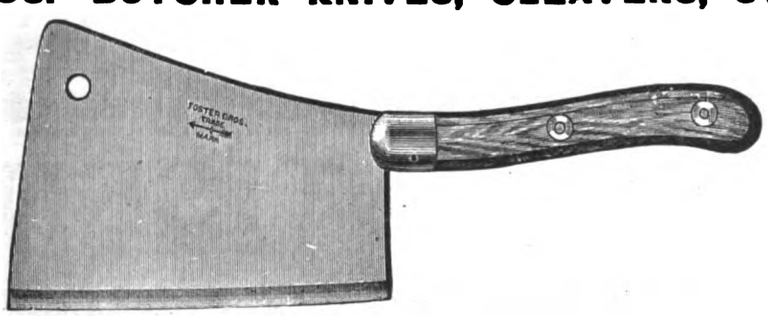


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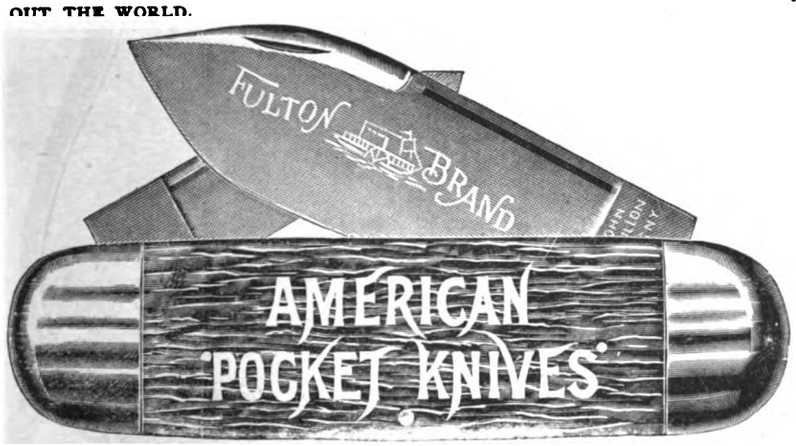


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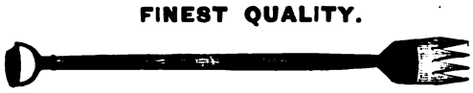
It is the simplest, most durable and easiest running machine on the market. We also make the Brammer Rotary, Schroeder Rotary, Great Western and Columbia Washers. Ask your jobber for them or write to

Benbow-Brammer Mfg. Co.,
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WOOD'S ICE TOOLS
FINEST QUALITY.



For
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SURE GRIP BROOMHOLDER
A positive holder for Broom Dusters, Mops, etc. Strongly made and nicely finished in Black Baked Enamel, packed one dozen in paper box, 12 boxes in wood case, weight 3½ lbs. per doz., 50 lbs. per gross.
PRICE 10 CENTS.
Sample mailed, prepaid, 10 cts
Mfg. only by Matt. Redlinger, Freeport, Ill. Mfg. of Hdw. Bar and Brewery Specialties.

NOT SATISFIED

Hardware Dealers who have been handling the **"Blackstone Rotary" Washer,** are not satisfied—**they want more.**

They tell us the women like 'em. Many prefer them to other makes because the **Blackstone Rotary** is less tiring and more time saving.

Saves clothes too, and washes them clean—so clean as to satisfy the most scrupulous.



Blackstone Rotary.

Could tell you more about it; supposing we send you our catalogue, it tells a convincing tale.

Our washers have given satisfaction to dealer and consumer for 27 years. They still give satisfaction.

Be sure and get our prices for 1904.

The Blackstone Mfg. Co.,

Jamestown, N. Y., U. S. A.

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You ought to Handle THE HORTON Galvanized Rotary Washer No. 9

We Also Manufacture The Following

Well Known Washing Machines

Western	(Square)	Made in two sizes
American	(Round)	" " one size
Western Rotary	(Square)	" " two sizes
Horton Rotary	(Round)	" " one size
Globe	(Double Rubber)	" " three sizes

If your jobber does not handle them write us for prices.

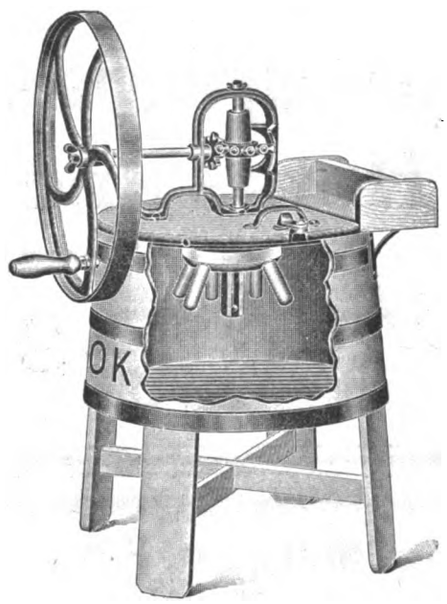
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The O. K. Rotary Washing Machine

has been on the market for more than seven years and the constantly increasing sales prove that it is giving satisfaction . . . . . .

THE O. K.

is the only rotary washer that has the steel ball bearing, which reduces friction making the machine run so easily . .



The Wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot soapsuds and cleaning them without rubbing them to pieces

The tub is made of Louisiana Red Cypress corrugated inside similar to a wash-board, and nicely painted and varnished with the hoops gilded.

The lid closes tightly, thereby preventing the escape of steam.

Only the best mechanics are employed to construct this washing machine and material and workmanship are of the best.

***The* O. K. is nicely and attractively finished and will attract attention in any store.**

Write for circulars and prices.

H. F. BRAMMER MFG. CO.

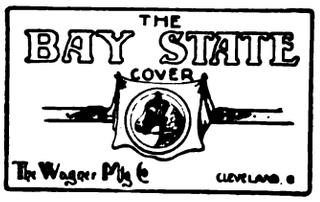
Davenport, Ia., U. S. A.

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THESE THE BRANDS





Specially Prepared Brewn Waterpreef Duck

Horse and Wagon Covers

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Note the Coincidence:

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At the Martin's Ferry Works the MF old style process has been combined with the "New Method" of finishing Terne Plates. The result of this happy combination has been the U. S. Eagle N. M.

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Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



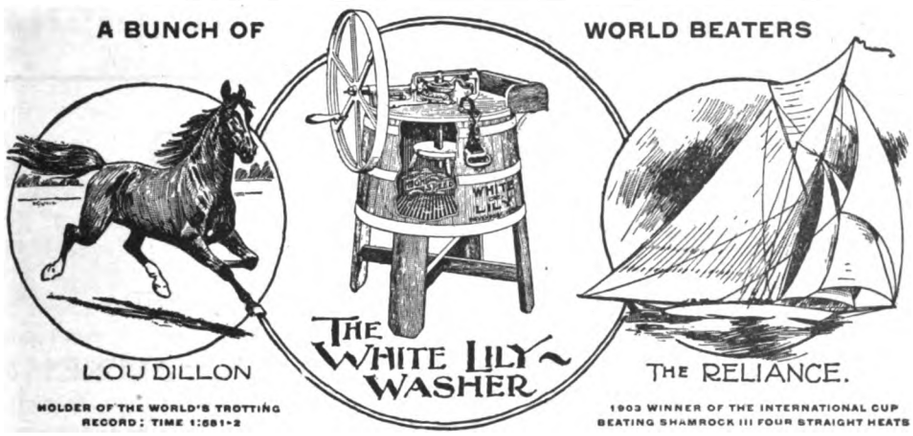
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WHITE LILY WASHERS

A BUNCH OF WORLD BEATERS



WASH LILY WHITE

HOLDER OF WORLD'S RECORD FOR CLEAN, FAST, EASY WASHING

THE ONLY HIGH SPEED WASHER ON THE MARKET

TOLEDO, OHIO – THE WHITE LILY WASHER COMPANY – DAVENPORT, IOWA

200-EGG INCUBATOR $12.50

This perfect 200-egg Wooden Hen at $12.50 is a startling trade innovation. It will do the work of the most costly hatcher, and always keeps in order. Hatches every fertile egg. Catalogue with fourteen colored views sent free. GEO. H. STAHL, Quincy, Ill.



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FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
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DUMB WAITERS



AMERICAN WASHER.

MANUFACTURERS OF

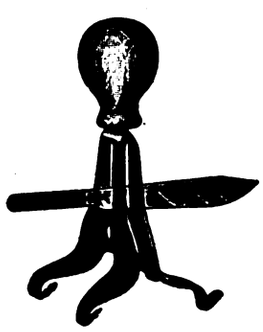
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ARE sold under a positive permanent guarantee as to perfection of mechanical construction, sweeping qualities, etc., and as our goods are known to last from five to fifteen, and even twenty years, we do not have to resort to the expedient of a guarantee limited to one year, or three years. An article of inferior mechanism and destitute of salability, cannot be foisted upon the public by guarantees. A commodity must stand on its merit, and here is where the Bissell Sweeper has always been supreme. Facts are cold, unsympathetic things. The Bissell has stood the test of time, has steadily grown in favor with both the trade and the consumer, never once feeling the inroads of competition, until to day it is entrenched as it never was before, in this and every other country where carpet sweepers are used.



Just consider how extensively the Bissell Sweeper is advertised.

How it is in demand, and everywhere preferred.

What little effort is required to sell it.

How it practically sells itself.

And last, but not least, that it is the ONLY carpet sweeper on the market sold at a fixed retail price, which makes the dealer's profit good and absolutely secure.

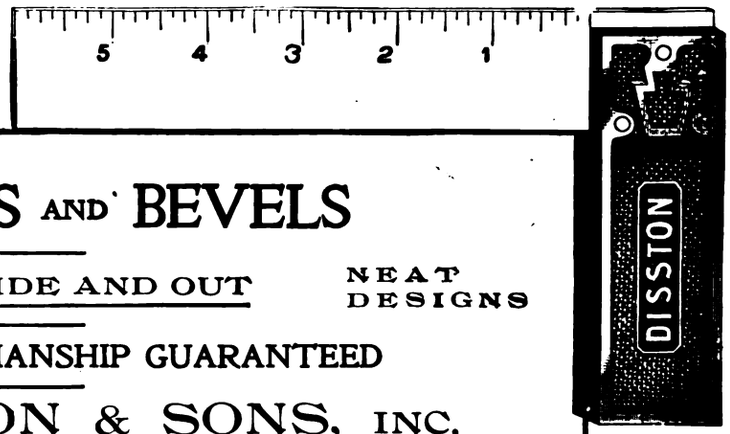
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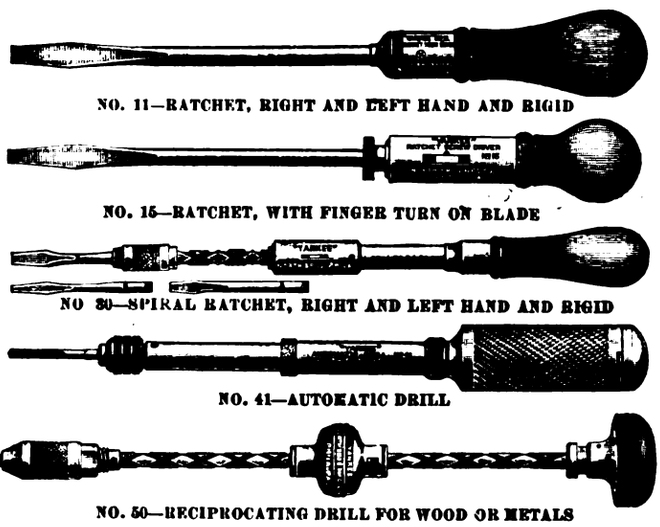
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CARRIAGE TOP DRESSING

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AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

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Satisfaction will leave no ground for complaint.

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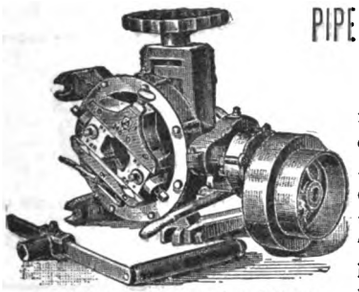


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For hand or power.



No. 0. Threading Machine, Power

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is a "dull day" for the average household knife. That's why the Rose Automatic Grinder is *never out of season*. Only set it where it can be seen and tried by your customers, and it will earn more profit to the square inch of space occupied than anything in stock.

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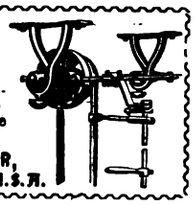
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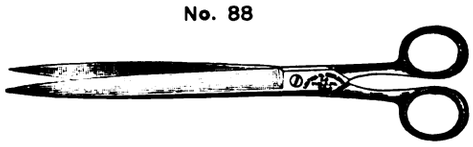
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SAVES time to the manufacturer, trouble to the operator, and wear to the belts. Send for Circular.



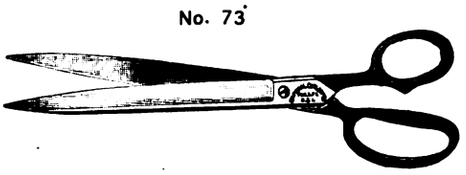
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No. 88



The Celebrated

No. 73



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Ladies' Scissors
Pocket "
Straight Shears
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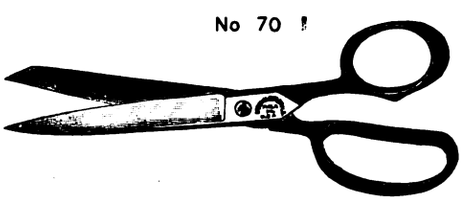


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Curved "
Philadelphia "
German Pattern "
Dental "

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National Cutlery Co., PHILADELPHIA, PA., U. S. A.

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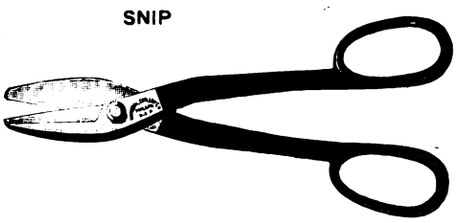


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They're Best by Test.

IF YOU WANT RETURNS FOR YOUR TIME AND TROUBLE SELL STERLING BLADES.
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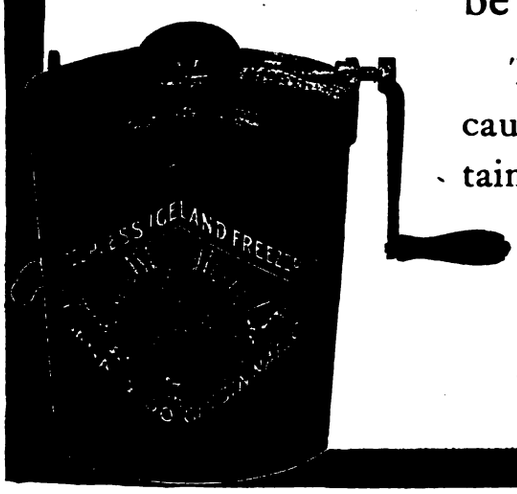
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This is the label that most of the women are looking for; they will be disappointed if they can't find it on some of the freezers on your floor.

We don't ask you to handle Peerless Icelands exclusively, but we know from experience of others that if you put a few on your floor, they will soon be your leaders.



There is a demand for Peerless Icelands caused by magazine advertising and sustained by the freezer itself; don't let the other fellow do all the business.

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THE "Gurney" is leader in style and finish, and first class in every particular.

The "Gurney" is packed with mineral wool and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

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We also manufacture the "La Belle" and "Cold Wave" lines of Refrigerators.

Largest and best equipped refrigerator factory in the United States.

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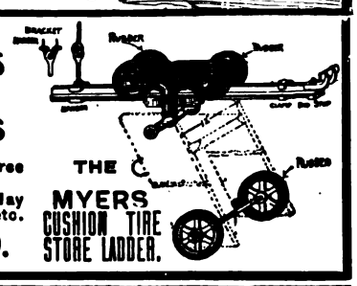
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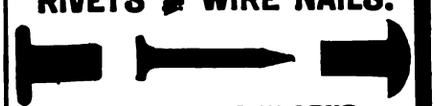
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PEABODY, MASS.

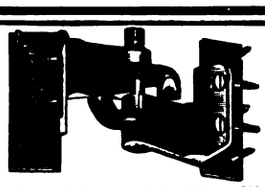
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Automatic Gauging and Double. Hold Pat. Blind Hinge.

Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

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FOUR GRADES.

One for Old Brass,
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Possesses

ALIGNMENT—Perfect and permanent
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VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
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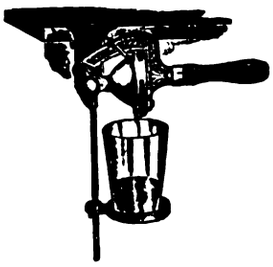
The Hammond Typewriter Co.

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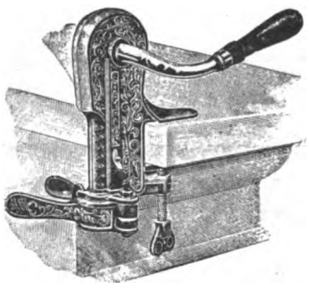
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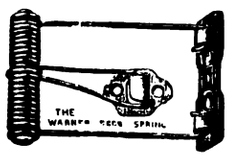


An effective Corker and Re-Corker for hotels, bar-rooms, clubs, restaurants. Has latest improved bottle holding clamps.



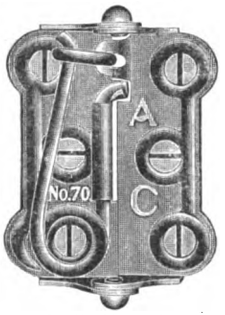
"UNION" LEMON SQUEEZER

For household use. Has porcelain bowl and wooden plunger



"WARNER" DOOR SPRING

Up to-date in every particular. Satisfaction guaranteed.



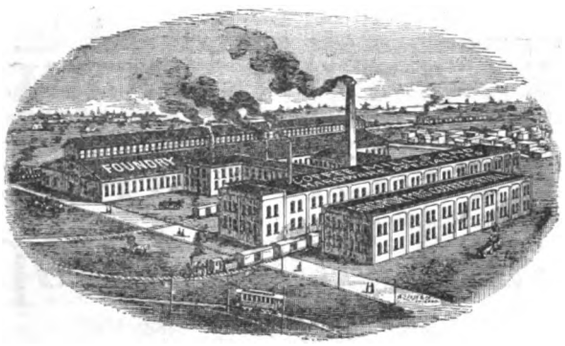
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Holdback Screen Door Spring Hinge. Reversible, strong and reliable. A good seller.



"Imperial" Coffee Mill.

An all-iron top mill with sunk hopper, hinged cover and top handle, hardwood box, dovetailed corners Highly polished and varnished. Improved grinding burrs.



Hotel Ice Shave.



"Crystal" Coffee Mill.

A one-pound coffee mill with glass hopper. Grinds easily and sells readily. For family use. Warranted.

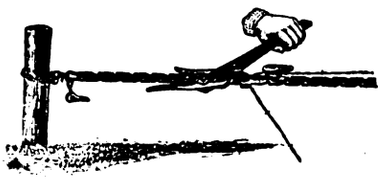


30 inches long. Blade 4x6 inches. Well made. Neatly finished.



Frog and Fish Spears.

Hand forged from best steel.



Elwood Pattern Wire Stretcher.

For wire fences. Reliable in every respect.



"Handy" Cork Puller.

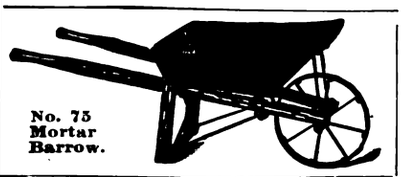
Simple
Compact
Reliable
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Our facilities for filling promptly all orders for the above are unequalled. Before ordering elsewhere it will pay you to get our prices and discounts for 1904.

Arcade Mfg. Co., Freeport, Ill.

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No. 75 Mortar Barrow.

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS, CONTRACTORS' PLOWS, DRAG AND WHEEL SCRAPERS, HAND CARTS, STORE AND WAREHOUSE TRUCKS, STEEL SKIPS.

BEFORE PLACING YOUR ORDER SEND FOR No. 11 CATALOGUE AND PRICES.

BOARDMAN'S

SPOONS, FORKS ETC

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

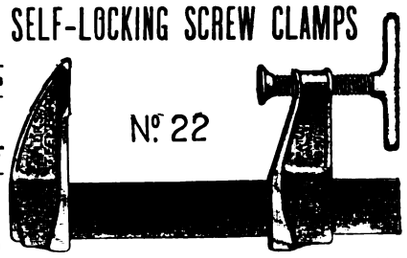
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ESTABLISHED 1840.

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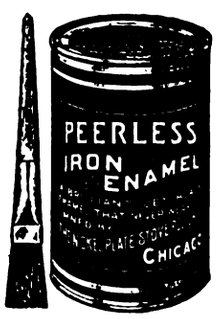
No. 22 will take a safe strain of 4,500 pounds

Best Refined Malleable Iron Castings with High Grade Steel Bar



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JAMES L. TAYLOR, NEWARK, N. J.



Large 10 oz. Can

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y.

ENTERPRISE

Meat and Food Choppers

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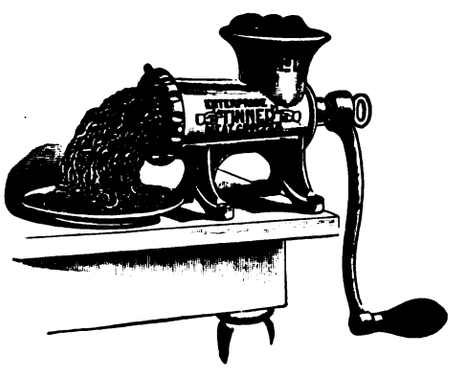
45 Sizes and Styles for Hand, Steam and Electric Power



No. 2 $1.50
No. 4 2.00
No. 6 3.00



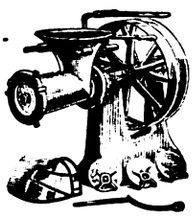
No. 5 $2.00
No. 10 3.00
No. 20 6.00



No. 12 chops 3 pounds per minute $2.75
No. 022 chops 4 pounds per minute $4.50
No. 032 chops 5 pounds per minute $6.00



No. 41 $55 00



No. 66 $250.00

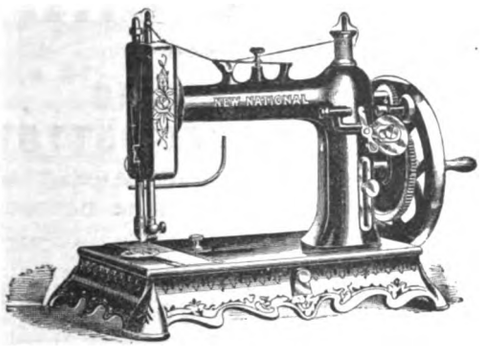
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The Enterprise Manufacturing Company of Pa.

N. Y. Branch, 10 Warren Street Philadelphia, U. S. A. San Francisco Branch, 105 Front Street

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NEW HOME AND NEW NATIONAL SEWING MACHINES



Supplied with Wooden Base and Cover when desired



for family use and manufacturing purposes are

THE MOST PROFITABLE TO BUY

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THE MOST ADVANTAGEOUS TO SELL

BECAUSE

they possess those sterling qualities which induce every purchaser to recommend them to others

ESTABLISHED IN 1867

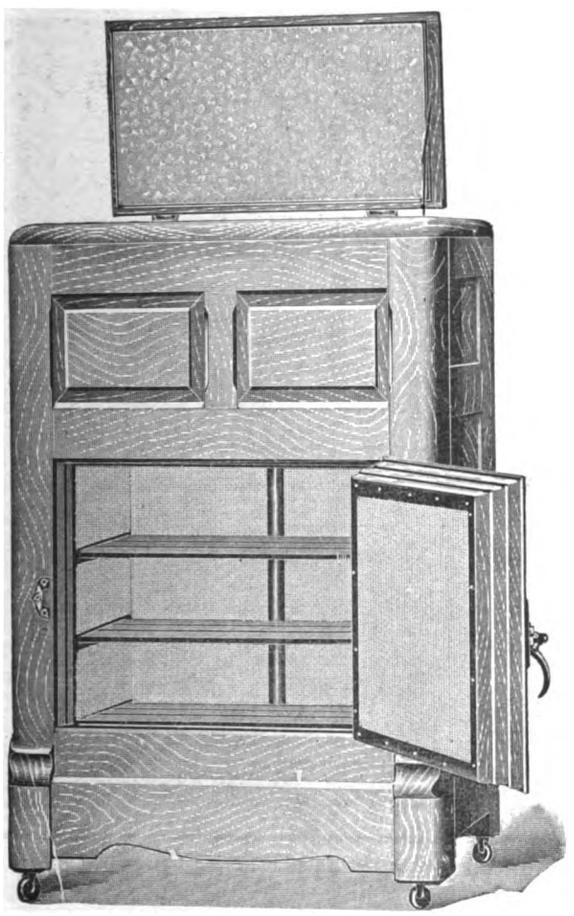
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The New Home Sowing Machino Company

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NEW YORK, U. S. A.



COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent Shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note— We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our line will be shown at Chicago, on and after January 2nd, by Mr. F. L. Hood, at the New Exhibition Building, 3rd floor, 1411 Michigan Ave.

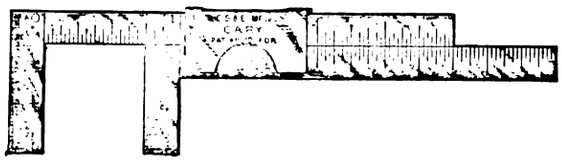
Our New Catalogue will be ready about December 20th. Shall we send you a copy?

COOPER & McKEE,

113 to 121 LORIMER STREET,

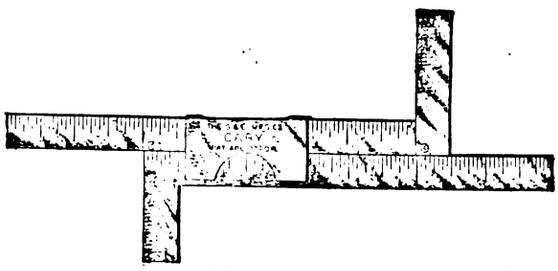
BROOKLYN, NEW YORK.

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POCKET CALIPERS

One of the most useful tools on the market With it diameter and thickness of material and depth of holes can be determined, and fractions of an inch measured. Can also be used as a square, and many other ways.



3 inches long, and has graduations on both sides.

A LOW PRICED CALIPER For

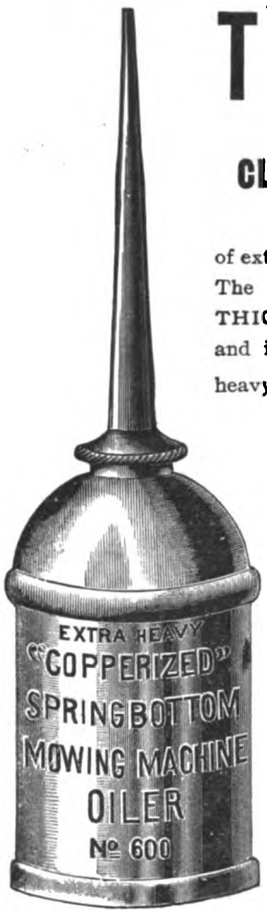
The Mechanic, Professional Man or for General Use.

MANUFACTURED BY

THE SMITH & EGGE MFG CO

BRIDGEPORT, CONN

WRITE FOR CATALOGUE NO 5.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

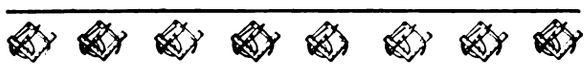
The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideas in practical tool making. Skilled mechanics prefer Starrett tools; live dealer sell them.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.





WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

The Irvington Manufacturing Co., of Irvington, N. J., make the announcement that on January 1st, 1904, John H. Graham & Co., 113 Chambers Street, New York, became their selling agents. They will receive all orders and make quotations of prices, and goods will be billed by the company through John H. Graham & Co., to whom all remittances should be made. They express full confidence that an examination of their meritorious line will convince the Hardware trade that it is an attractive and profitable one to handle. Careful and prompt execution of orders is guaranteed and they solicit the consideration of their entire line.

♣

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., will have an exhibit of their Stevens-Duryea gasolene automobiles at the fourth annual automobile show which will be held at Madison Square Garden, New York, Jan. 16-23 inclusive. They will occupy spaces Nos. 34, 35 and 36, first balcony.

♣

In a recent advertisement of the Waynesburg Pressed Steel Company, Waynesburg, Pa., our mechanical department inadvertently used a shovel cut belonging to the Avery Stamping Co., Cleveland, Ohio, which illustrated, as was subsequently commented upon, a peculiarly unique article of its kind made only by the Avery Stamping Co. We desire to absolve everybody from having committed this error except ourselves and apologize to both the concerns interested. The Waynesburg Pressed Steel Co. will gladly forward their catalogue showing the high grade Shovel they stand sponsors for, and the Avery Stamping Company will be pleased to forward to those interested their complete catalogue to show the full line of their unique Shovels, etc., of which the cut referred to above indicated mode of manufacture.

♣

Troy Nickel Works, Albany, N. Y., as a holiday greeting to their patrons, are distributing an unusually good pocket diary for every day in the year, bound in full morocco, with gilt ornamentation on the cover. In addition to its advantages for diary purposes, a number of pages are devoted to useful information.

♣

Le Roy Leach, of Wood Lake, Neb., has recently eclipsed all of his previous records shooting at thrown objects and fully demonstrated that he is a skilled artist with the magazine rifle. On Nov. 19th, at King's Mills, Ohio, Mr. Leach shot at 1019 shotgun shell heads thrown at a distance of 25 feet, hitting the entire number without a miss. On Nov. 29th on the grounds of the Chincinnati Gun Club he excelled all known records by hitting 1601 blue rock targets thrown at a distance of 30 feet. Mr. Leach used Peters 22 Short Cartridges loaded with King's Semi-Smokeless Powder and a magazine rifle that was not cleaned throughout the entire shooting.

♣

Samuel Benner, the well-known forecaster, has issued his prophecy for 1904, in which he says: "I predict that prices for pig iron, railroad stocks and many commodities will be lower next year than for the year just passed. I predict that the Republican party will be successful in the November election. I predict that, after the year 1904 there will be a revival in trade, better times and higher prices will prevail until the year 1911. The present down cycle of prices and in general business ends in 1904. The year 1905 will be the beginning of a new up cycle in pig iron and for long prosperity in general business, lasting until the next commercial revulsion, due in 1911. The coming opportunities to catch business and prices at their lowest limits of depression will not happen again for twenty years."

♣

W. L. Barrett, Bristol, Conn., has recently moved into his new factory at the above place. It is the most modern plant in every respect for the exclusive manufacture of glass-cutters. He has facilities for turning them out at the rate of 4,000 per day. The demand for Barrett Glass Cutters has grown so steadily that the erection of the new factory is the third enlargement of his plant within the past ten years, the Barrett glass cutters having found a ready market in every country, with which we have consular connection.

♣

Moses Bamber, who has been one of the popular travelling representatives of the Savage Arms Co., Utica, N. Y., for several years, died on December 17th in Boston of typhoid fever. His many friends in the trade will miss his periodical visits which invariably proved to be episodes of congenial interest.

♣

The next annual convention of the Minnesota Retail Hardware Association will be held at "Elks" Hall, St. Paul, February 24th, 25th and 26th. The association headquarters will be at Windsor Hotel, Fifth and St. Peter Streets, where M. S. Matthews, Secretary, will welcome the members.

♣

The Diamond Saw & Stamping Co., Buffalo, N. Y., have issued a handsome and appropriate calendar for 1904, which, while exploiting their Sterling Hack Saws and blades, gives a complete calendar for the year, and on the side a handy thermometer, so the owner can tell what the temperature may be. The calendar is arranged to stand at any angle on the desk it ornaments.

♣

That American agricultural implements are meeting with great favor in foreign markets is evidenced by the success of the Morrison Mfg. Co., of Fort Madison, Iowa. A short time ago they shipped a sample plow to a large English concern in Argentine South America. It resulted in an order by cable for 500 of these plows, filling twelve cars for immediate shipment.

♣

Stowell Mfg. & Foundry Co., South Milwaukee, Wis., announce that W. S. Deighton, late Division sales manager for Milwaukee Division, International Harvester Company of America, has accepted a position with them as special representative for Missouri, Kansas, Oklahoma, Indian territory and Texas, with headquarters at Kansas City. They state that having secured floor space in Convention Hall for the Western Retail Implement and Vehicle Dealers' Convention in January, Mr. Deighton will be on hand with a line of hay carriers, slings, forks, etc., as well as a full line of their parlor and barn door hangers and fixtures.

♣

The National Sweeper Company of Marion, Ind., is preparing to make an unusually handsome display at Grand Rapids during the forthcoming Furniture Exhibition. It has been the practice of this company for a number of seasons to make an entirely different display each season and we are informed that the one for this year will be entirely different from any of the previous ones. They will also have on display some entirely new features in their line of Carpet Sweepers. The National Sweeper Company has also arranged for a permanent display of their line at the Manufacturers' Exhibition, 1411 Michigan Avenue, Chicago, Ill., where all dealers are invited to make their headquarters when they visit that city.

THE "ACCURATE" QUALITY OF A "STEVENS."

If one may judge by their page ad in this issue, of the J. Stevens Arms & Tool Company, Chicopee Falls, Mass., they intend that no letting up shall be noticed in the publicity department of their works. Although it is a well-known fact that Stevens Fire Arms are known in every corner of the Globe where "Records" are made and held, they still endeavor to impress the buyer that "Accuracy" and "Stevens" are synonymous terms, and are continually shaking hands with each other.

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HARDWARE

VOL. XXVIII. JANUARY 10, 1904. NO. 7

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,
309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The end of an active year, in which hard work in plenty was found by the energetic Hardwareman and his indefatigable coadjutors, has resulted in a satisfactory state of feeling among the principals who having finished their inventories, find in the careful summing up of the profit and loss department it has not been fruitless in the way of profit. Taking inventory in a thoroughly conservative manner has not resulted in largely reducing stock valuations, as the tendency to "stand pat" which seem to be cabalistic words at present, will prevent changes at all radical, except prehaps on a few lines of heavy goods more greatly affected by the market for raw material than that of labor. The customary perils to the sanguine buyer that cling around precedents connected with presidential years will create no speculative purchasers. The buying will prove more conservative and consistent than usual for a year where good trade with satisfactory results is anticipated in every branch of our important industry and in all its analogous lines.

The holiday trade, in the large cities especially, has broken every previous record. It could scarcely have been different, as buyers in Hardware stores never before had so extensive and attractive an assortment of meritorious merchandise presented to them for selection. Finer goods than usual formed part of its tempting array, and purchasers experienced little difficulty in the way of finding a useful and suitable gift for the largest number of happy recipients by the bountiful distributor.

The year closes with a quick recovery from any depressing apprehensions resulting from Wall Street slumps, and the general feeling in the trade is one of hopefulness and expectency; drastic changes in the general trend of the markets are not apprehended, and as business surely opens strongly enough to justify the prophesy, it is believed that the Spring trade will be of a confident character, the wealth producing crops of 1903 making a background to the belief.

The fact that lower quotations on general Hardware were universally apprehended during the latter part of the year, made the fall trade of 1903 assume some of the charactristics of a hand-to-mouth business; resulting in lighter stocks for the inventory to record, and at the same time put them in better shape for the buyer when looking after Spring wants. The stocks throughout the country are in a safer condition for the future, than they were a year ago, and as the high-pressure conditions which prevailed last spring will be found missing in the season before us, it is the prevalent belief that the trade will not suffer from the change, but that conservative views will predominate during 1904.

The New Year opens under auspicious conditions that are pleasant to record. The merchants are thoroughly imbued with hopefulness believing as they do that there are no clouds in the financial sky to cause uneasiness; the country in all the active portions, especially West and South, is stronger in every point of industrial prosperity and agricultural wealth; the prospect of a profitable business being done for the first six months at any rate, is a settled conviction that will govern the action of our successful merchants; let us hope these sanguine views will be fulfilled in every particular and the pessimistic fears that were occasionally noted a few months ago will be relegated to oblivion.

OUR COMMERCE DURING NOVEMBER, 1903.

Details of eleven months' commerce of the year 1903 are just made public by the Department of Commerce and Labor through its Bureau of Statistics.

The figures for the month of November show a marked growth in exports of manufactures, the total for the month being $34,093,639, against $30,513,512 in November of last year. Agricultural products also show a marked increase in the month, the figures for November, 1903, being $114,172,255, against $83,035,850 in the same month of last year. The increase in agricultural exports occurs chiefly in cotton, of which the value of the month's exports is unusually high.

The increase in exports of manufactures is distributed through many articles, but does not occur, as had been expected, in iron and steel. Discussions in trade circles and in the press during the past few weeks have predicted a revival in the export trade of iron and steel manufactures, but the November figures of exports of this class of merchandise do not justify this prediction. The total value of iron and steel manufactures exported in November, 1903, was $7,988,415, against $8,119,924 in November of 1902, $8,180,193 in November, 1901, and $10,112,721 in November, 1900. For the eleven months ending with November the total exports of iron and steel manufactures are $89,685,201 in value, against $90,136,124 in the corresponding months of 1902, and $94,112,782 in the corresponding months of 1901. Notwithstanding the slight decrease in exports of iron and steel, the total of all manufactures exported during the eleven months ending with November, 1903, is $382,768,127, against $377,757,576 in the corresponding months of last year.

Imports for the month show a decrease of over $8,000,000 compared with November of the preceding year. This decrease is divided between manufacturers' materials, food stuffs, and the group designated as "articles of voluntary use, luxuries, etc." The largest decrease occurs in the group "articles wholly or partially manufactured for use in manufacturing," the reduction in this class being about $3,000,000, as compared with the corresponding month of the preceding year. This reduction occurs largely in iron and steel, of which the importations for the month are less than half

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those of the corresponding month of last year, the figures for November, 1903, being $2,309,233, against $4,779,093 in November, 1902. For the eleven months ending with November articles wholly or partially manufactured for use in manufacturing show an increase of $15,000,000 over the corresponding months of last year, while articles in a crude condition for use in manufacturing show an increase of $11,000,000 in 1903, as compared with the corresponding months of 1902.

These figures of the commerce of the eleven months would seem to indicate that the total commerce of the United States during the year about to end will be greater than in any preceding year, but that the total exports will fall a few millions below those of 1900 and be about equal to those of 1901, but materially in excess of those of 1902, while the total imports will exceed those of any preceding year, and combined with the exports make the grand total of commerce more than in any earlier year; also that the exports of manufactures will exceed those of 1902 by several millions, but be somewhat below those of the record year 1900, and perhaps 1901.

THE PROGRESS IN OUR MATERIAL INDUSTRIES.

"The Progress of the United States in its Material Industries" is the title of a statistical statement presented by the Department of Commerce and Labor through the annual report of the Chief of the Bureau of Statistics. The table pictures conditions in the great industries and material interests of the United States in 1903, where such figures are available, and compares those conditions with those of earlier years, running back, where possible, to the year 1800.

Area, population, wealth, public debt and the interest thereon, gold and silver production, money in circulation, savings-bank deposits and depositors, value of money of the country, value of farm products, imports and exports of principal articles and total of imports and exports, railways in operation, number of postoffices, receipts of the Post-Office Department, and many other subjects indicating in various ways the financial, industrial and commercial condition of the country are included in the tables, which give opportunity to compare present conditions with those of earlier years. In area, for example, the total in 1903 is 3,025,600 square miles, against 2,980,959 square miles in 1850, and 827,844 square miles in 1800. These figures do not include Alaska or the islands belonging to the United States.

The population in 1903 is stated at 80,372,000, against 23,191,876 in 1850 and 5,308,483 in 1800. The wealth of the country is stated at 94 billions of dollars in 1900, and presumably 100 billions would not be an unreasonable estimate for 1903, while for 1850 the wealth of the country stood at 7 billion dollars, no estimate being given for any year earlier than 1850. The per capita wealth is set down at $1,235 in 1900 and $307 in 1850, having thus more than quadrupled meantime. The interest-bearing debt in 1903 is 914 million dollars, against 1,724 millions in 1880 and 2,046 millions in 1870. The per capita indebtedness of the country in 1903 is $11.51, against $60.46 in 1870, and the interest per capita, 32 cents in 1903, against $3.08 in 1870.

Gold and gold certificates in circulation in 1903 for the first time exceeded one billion dollars, or, to be exact, 1,031 millions, against 810 millions in 1900, 232 millions in 1880, and 25 millions in 1870. The total money in circulation in 1903 is 2,367 million dollars, against 1,429 millions in 1890, 973 millions in 1880, 675 millions in 1870, and 435 millions in 1860. The per capita money in circulation in 1903 is $30.21, against $26.94 in 1900, $19.41 in 1880, and $13.85 in 1860. Deposits in savings banks in 1903 are 2,935 million dollars, against 1,524 millions in 1890, 550 millions in 1870, and 149 millions in 1860. The value of manufacturers for the census year 1900 is given at 13 billions of dollars, against 5¼ billions in 1880, and less than 2 billions in 1860. Railways in operation in 1902 are 203,132 miles, against 166,703 miles in 1890, 93,262 miles in 1880, 52,922 miles in 1870, 30,626 miles in 1860, and 9,021 miles in 1850.

THE AMERICAN CHAMBER OF COMMERCE IN BERLIN.

OFFICES: Equitable-Gebaude, Friedrichstrasse 59-60.

OFFICERS AND DIRECTORS FOR 1904.

President, Ex.-U. S. Consul-General Herman Kreismann.
1st Vice-President, F. Hessenberg, (Westinghouse Elec. A. G.)
2d Vice-President, Elmer Roberts, (Associated Press).
Treasurer, I. Wolf, Jr., (Wolf Bros.)
Secretary, George S. Atwood.

DIRECTORS:

O. Behr (Bradstreet Company).
Bernard Goldsmith (N. Y. Life Ins. Co.)
Justizrat Dr. Karl Grundler (Equitable Life Assur. Society).
J. A. Hutmacher (McCormick Harvester Machine Co.)
Dean B. Mason (Vice U. S. Consul-General).
S. H. McFadden (Chesebrough Mfg. Co.)
P. A. Panckow (Panckow & Co.)
W. F. Plass (American Machinery Co.)
Hilmar Stephany (California Fruit Co.)
Fred W. Wile (Chicago *Daily News*).

APPLICATIONS FOR MEMBERSHIP.

The following applications for membership in the Chamber have been received:

American Electrical Novelty & Mfg. Co., (Electric Novelties), Berlin, New York and Chicago.
German Times, The (Anglo-American newspaper), Berlin.
Levy, Dr. Anton (Patent Attorney), Berlin.
Salomonski, S., (Advertising Agency), Berlin.
Wehner, Kreuels & von Wille (Commision and Export), Berlin.

ANNUAL REPORTS OF THE CHAMBER.

Pursuant to instruction of the Board of Directors, the editors of the *Bulletin* have in preparation a pamphlet edition of the annual reports of Standing Committees of the Chamber, a resume of which was given to members at the General Meeting on Nov. 28. They will give a good idea of the work performed by the various departments of the organization—work none the less effective because of its quiet, routine character. It is proposed to append to the reports a revised list of members and their addresses.

HENRY DISSTON & SONS.

An Example That Could Be Followed.

An unusual and interesting method was adopted by Henry Disston & Sons, embracing the 3,500 men employed in the Saw, Steel, Tool and File works, to ascertain if any cause for disagreement existed in this vast body of workmen. In token of its faith in the loyalty of its employees and its certainty that no strikes are likely to occur to prevent it from filling its orders, the firm incorporated the following in a notice recently sent out to its customers: "We are entering the new year with the most pleasant and cordial relations between ourselves and our 3,500 employees." This sentiment is assented to by all of the Disston workmen, excepting ten or a dozen. The way it came about is this: Instead of waiting for the men to prefer grievances, or to become discontented without openly manifesting their feelings, the firm addressed a written inquiry to all persons in the works, asking if they were satisfied with their wages and the conditions of their employment during 1903. They were invited to state frankly any grievances and to make any request which they thought might tend to improve and maintain harmony between them and their employers. All but a small number of the 3,500 replied that they were satisfied with the treatment accorded them by the firm and that they had never been importuned to join or to refrain from joining any labor or other organization by their employers. Some of the men who affixed their signatures to the responses have worked for the Disstons for half a century, and had a part in developing the plant from a small beginning to its present proportions. The Disstons believe that the obligations and relations of employers and employees should be mutual.

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SARGENT & CO.'S CONDENSED LIST AND DISCOUNT SHEET.

Sargent & Co., New Haven, Conn., and 149-153 Leonard Street, New York, are distributing to their customers a condensed price list and discount sheet, No. 4, which will find a grateful welcome wherever sent. It is applicable to their 1901 general catalogue, contains 208 pages of catalogue size, 8x11, and the arrangement follows the pages of the catalogue. It is prepared and printed in the admirable manner characteristic of all the artistic printing issued by the catalogue department. An important page of information regarding special work is given on page 5. The pages from 7 to 74 are devoted to prices on all the goods made in special designs; an admirable feature of which is, without using much space, the design is indicated by a miniature portion of cut which illustrates it, this helpful idea is carried through all these pages, and makes constant reference to main catalogue unnecessary. Full lists of Lock Sets and other design goods follow to page 117. This is followed by the price list and discounts of all other goods made by Sargent & Co., occupying pages 119 to 199 inclusive, these pages give at a glance the list and discount of any article sought for. The pages 201 to 207 apply to discounts on the lines of goods not of their manufacture, which are shown in their general catalogue, and the discounts on which are so well appreciated by their customers, for quick and easy reference. This is a valuable book to a dealer handling "Sargent" goods, and the amount of labor involved in a project so important, can scarcely be imagined except through its correctness.

CHICAGO RETAIL HARDWARE ASSOCIATION.

The Chicago Retail Hardware Association held their annual meeting at 8 p. m., Wednesday, Dec. 30, in their hall, room 412, Masonic Temple.

There was a large attendance present and much business of an important nature was transacted.

The following officers were elected for the ensuing year:—

President—H. E. Gnadt.
Vice-President—G. A. Neeb.
Secretary—G. R. Lott.
Collector—John Hora.
Treasurer—J. L. Smith.

Buying Committee—H. C. Peppler, F. F. Porter, W. J. Krueger.

Executive Committee—H. E. Gnadt, G. A. Neeb, W. B. Costello, D. McLaughlin, Wm. Gormley.

"MORROW COMFORTS."

Eclipse Machine Co., Elmira, N. Y., as a holiday announcement give an illustration of their "New Morrow 1904" as part of a photographic reproduction showing a young lady bicyclist engaged in using it on a country road, with the customary surroundings. From the contented feeling of positive safety which is plainly visible on the young lady's face, it is safe to assume the "1904 New Morrow" is an unqualified success.

SUN COMPANY'S CHANGE OF BASE.

Will Shortly Occupy Their Fine New Plant at Columbus, Ohio.

The friends and customers of the Sun Manufacturing Company of Greenville, Ohio, will be interested in knowing how greatly they have increased their facilities for handling their growing business. The company's new plant at Columbus recently completed and to which they will remove early in January, will afford them fully double their present capacity and facilities for handling a business which has become as wide as the country. The principal building is a brick, fire-proof structure, three stories in height, 100 feet wide by 260 feet long. By locating in Columbus the factory will not only be convenient to far better transportation facilities than in its present location, but will also have the advantage of being in a larger manufacturing center with better railroad rates, and many other advantages that it does not now enjoy. The company announce that from time to time additions will be made to its line and that it will be so situated as to give the promptest service to all customers. The Sun Manufacturing Company manufactures cash registers, combination show cases, money drawers, coffee mills, woodenware specialties and rat traps.

DEATH OF PAUL COLEMAN DE VOL.

Paul Coleman DeVol, senior member of the firm of P. C. DeVol & Son, of Council Bluffs, Iowa, and president of the Wright & Wilhelmy Co., of Omaha, Neb., died at his home in Council Bluffs on Friday, Dec. 26th, of apoplexy after an illness of four days.

Mr. DeVol was born in Chatham, N. Y., Jan. 10th, 1836. His parents came West and in 1847 located at Council Bluffs, which was then known as Mormon Crossing, later as Kanesville and still later as Council Bluffs. His first business venture was at an early age when as the proprietor of a six-foot lunch stand between two buildings he supplied food and soft drinks to the public in the frontier town.

In 1861, in connection with the late Milton Rogers, he engaged in the stove and Hardware business and for 42 years without interruption he successfully conducted the business at the same location. In 1863 he bought out Mr. Rogers and continued alone until 1882, when W. S. Wright joined him in



PAUL COLEMAN DE VOL.

the establishing of a jobbing business that two years later was moved to Omaha and merged into a stock company, now the Wright & Wilhelmy Co. Mr. DeVol was the first president of the company, holding this office continuously for 20 years. He was a gentleman of quiet taste and habits, who found his greatest pleasure in the society of his family and a few personal and congenial friends. While never active in the conduct of the business of the Wright & Wilhelmy Co., of which he was the honored head, his wise and conservative counsel and means were always at the service of his associates and were a strong factor in assisting them to reach the position they occupy. Conservative in his disposition, his confidence in his own opinions and in his business associates when once established was too deep to be moved or shaken, and as his genial disposition which endeared him to his friends will be missed by them, so his confidence and support will be missed and mourned by his business associates, who feel that they have lost not only a wise and conservative counsellor but a loyal and trusty friend.

PUTNAM NAIL COMPANY.

The Putnam Nail Company, Neponset, Boston, Mass., are sending by mail samples of their new Putnam horseshoe nails when asked for. These nails are made by their newly patented, up-to-date process, and are referred to as giving perfect satisfaction wherever they are introduced. The attention of the trade is called to the fact that the Putnam Nails are marketed only through regular trade channels, and are not sold direct to horseshoers.

IT NEVER DISAPPOINTS.

The Peerless Inland Freezer, manufactured by Dana & Company, Cincinnati, Ohio, has a record for excellence which the page ad in this issue of our paper will certainly justify. Liberal in their advertising they let the trade know that the freezer that never disappoints the purchaser whether jobber, retailer or consumer, is the "Peerless Iceland" which doesn't "let the other fellow do all the business."

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RECENT TRADE PUBLICATIONS.

THE LANSING WHEELBARROW COMPANY, Lansing, Mich., have placed in the hands of the trade catalogue No. 7-A, which is a very compact little pamphlet of 158 pages in which the contents are well illustrated and fully described and covering their line of products, such as wheelbarrows, warehouse trucks, field rollers, fence machines, etc., etc., and in addition, horse pokes, hods, skids, rubber tired wheels, hand carts, etc. The concern possesses facilities for a most complete line of their goods as indicated by the catalogue, their Lansing plant covering 15 acres, every foot of which is in use; having been organized in 1881, at that time they manufactured but three styles of wheelbarrows. At the present time they claim to be the largest manufacturers in this line in the country. Many of the goods shown in this catalogue are not ordinarily kept in stock by the trade, so that it is an advantageous catalogue for the dealer to have, and he will find it a desirable one to have conveniently at hand to fill some unexpected call. It is certainly a very complete little pamphlet to get into the hands of every one of our readers to whom it might be useful.

THE INDIANA MANUFACTURING COMPANY, Peru, Ind., are placing before the trade a very neat catalogue devoted to their Refrigerators, having an extremely characteristic cover, remainding one of an iceberg. At the top is a large white star, below which are two polar bears partly covered by a green sign bearing the words "North Star Refrigerators" and from the bottom of this appears what seems to be a heavy icicle. The company state that they have endeavored to turn out only such goods as would serve their purpose well, accomplishing this by using the highest grade of material obtainable, and employing only the best workmanship. The North Star Refrigerators are made in all desired sizes and are placed on the market at as low a price as is consistent with first class material and workmanship. They are also prepared to build special refrigerators and cooling rooms to order, and will, upon application, furnish plans and specifications for any desired size and design. Those of their "North Star" are made of kiln-dried oak, and ash lumber. The ice-chambers are lined throughout with galvanized steel. They also make a cheaper line of refrigerators which they style the "Indiana" which is first class, and at the same time cheap enough to compete with the cheap softwood boxes that are now on the market.

THE OHIO CULTIVATOR COMPANY, Bellevue, Ohio, have recently issued a pamphlet catalogue containing 16 pages devoted entirely to their Ohio hay-press, a twentieth century product, which is fully described and illustrated. In its construction, the company state they have avoided the weakness to be found in the old types of hay-presses, while they have incorporated all the desirable features, combining with them some peculiarly their own. In it is found strength and durability with great speed and ease of operation. While the Ohio is comparatively a new machine, it has already demonstrated its value. Those most deeply interested in hay-presses have quickly recognized its superiority. The very best of steel is used largely in the construction of this machine. A point worthy of mention is the fact that while the Ohio is one of the strongest presses made it is also the lightest of its class. This is due to its scientific construction, the most metal being at the point of greatest strain. The 14x18 press weighs 3700 lbs.; 16x18, 3800; and 17x22 weighs 4000 lbs. On the last pages of the pamphlet the company give an extended telegraphic code for parts and extras which greatly simplifies the matter of telegraphing for same.

THE KEYSER MANUFACTURING COMPANY, Chattanooga, Tenn., publish an exceedingly attractive catalogue relative to their Odorless Refrigerators which they illustrate very extensively, giving sectional views showing construction. Seven pages in the center of the book are devoted to testimonials in favor of their Odorless Refrigerators. The Keyser Mfg. Co. also make the Imperial, which are opal glass lined. These are also fully illustrated and graphically described. Another of their productions is the Frigidzone Refrigerator, and with this a freezing temperature can be obtained by application of salt to the ice in the ice chambers. The construction of this refrigerator makes it a valuable wine closet, as the bottles can be kept very cold without the direct application of ice. It is arranged to have the water from the melted ice drawn therefrom without opening the doors to the food and storage chambers, thereby preventing the escape of the cold air, and the inrushing of warm air, resulting in a great saving of ice. These are built to order according to desired specifications.

GEORGE ERTEL CO., Quincy, Ill., have just brought out their annual catalogue of Improved Gem and Victor Baling Presses. This was established in 1867 and claim for their motto "Honesty, Integrity and Reliability" and also claim as a result "The best hay presses that skill and ingenuity can devise." On the first page of their catalogue they present illustrations representing the different styles of Baling Presses as invented, patented and manufactured by them from the years of the '60s up to the present time. The Ertel wrought steel full circle Gem hay and straw baler is illustrated, showing the press as it appears moving from stack to stack. It is a (continuous travel) full circle press, two feeds to each round; no driver is necessary, the pitman being provided with an automatic brake device preventing all jerk and jarring when rebounding. The pitman always rebounds before the team crosses—hence no danger for the horses, and as the pitman at that time does not move it is easy for the feeders to place big charges of hay or straw in the press before the movement of the plunger starts forward. No tongue is necessary for operating the Gem, thus avoiding the cruel treatment of the team as there is no jar or jerk on the team when the pitman rebounds. Another good point in favor of the Gem is the facility with which it can be put into operation or removed.

F. H. & E. B. VROOMAN, 225 Dearborn Street, Chicago, Ill., have published an envelope size pamphlet of 16 pages, devoted entirely to their sanitary Sink Strainer which is a receptacle to receive the waste material that was formerly thrown into the sink. Through holes in its front and bottom, water and other liquids flow from it into the sink. All the contents, save the liquids, it retains, and these are thrown at leisure into the refuse barrel. Economy alone, irrespective of other needs, would recommend its use. By keeping solid substances out of the water pipes, it saves many plumbing bills, in addition to doctors' bills saved by it in the prevention of disease. In form it is like a lamp shade, made of plain or japanned tin as preferred, and is extremely light in weight. The pamphlet devotes a page to the cost of freight per 100 lbs. to all of the principal cities, so that a dealer anywhere can tell just what the rate of freight will be.

IVER JOHNSON'S ARMS & CYCLE WORKS, Fitchburg, Mass., have issued their 1904 catalogue, the cover of which is very artistic; in fact, the entire pamphlet is high grade, being well printed on excellent paper. The booklet gives brief and concise descriptions of their 1904 models and of the materials of which they are made. They claim that nothing better is obtainable, and that their product is backed by twenty years of bicycle manufacturing experience. Their model 90 is equipped with their new truss frame which they state is a strong seller, universally liked, and is one of their very best features, giving evidence of a new and up-to-date bicycle and not an old one enameled over. For strength, speed and durability, they claim it is superior to anything made, and they are willing to substantiate the claim. The catalogue is gotten up very neatly throughout as regards illustrations, printing, style and paper, the appearance of it being such as to impress a prospective purchaser of the character of the concern behind it.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Libel Tending to Injure One in His Trade or Corporation.

QUESTION: Some time ago I gave a house a large order for certain articles. When the shipment arrived I found that the articles were inferior to those which I had ordered, but at the same price as the goods I had ordered. I wrote the house from whom I received the goods and told them that I would accept their shipment, but not at that price. We carried on some correspondence, which resulted in this house refusing to do business with me. Shortly after this incident another dealer showed me a letter he had received from this house stating that the house would no longer do business with me for the reason that when I received goods I always "squealed" at the price and refused to pay the full amount of the bill, and that I was not to be trusted. Kindly inform me whether this statement would enable me to sue this house for libel, as my reputation is excellent and this charge is absolutely false.

REPLY: We are of the opinion that to write of a business man that he always "squealed" at the price of the goods after he had received them, and that he was not to be trusted, is libelous *per se* as a statement tending to injure him in his trade, occupation or employment. Each libel case, however, must rest upon its own state of facts, and it is for the court or jury, as the case may be, to say whether or not the writing is libelous. If the statement is unquestionably injurious to one in the course of his employment it is as a matter of law libelous, and the injured person is entitled to recover without any proof on his part of any special damages he has sustained by reason of the publication of the libel.

Collection of Alimony.

QUESTION: In 1898 my wife obtained a divorce from me and the decree of divorce directed me to pay her $20 per week alimony as long as she should live. I have not paid this amount regularly and my wife's attorneys have been endeavoring to serve papers on me. Kindly inform me what the effect would be, if I am served with papers, and whether I could be sent to jail for not paying the alimony directed by court.

REPLY: Where the defendant, in an action for divorce after judgment is obtained against him, has no property which the plaintiff could sequestrate, the plaintiff must proceed to collect alimony in the following manner: She must first demand the payment of the alimony, and, if the demand is not complied with, an order to show cause why the defendant should not be punished for contempt for his failure to pay alimony is obtained from the court. On the return day of this order, unless the defendant can show good reasons why he should not pay the alimony, the court will make an order adjudging him guilty of contempt, and will also issue a warrant of commitment directing the sheriff to take the defendant into his custody and to hold him until the amount of the alimony which the plaintiff claims at that time is paid. If, therefore, the defendant fails to pay and he can be found by the sheriff within the county where his commitment is issued, he will be arrested and sent to the county jail, where he will have to remain until he pays the sum specified in the commitment or is lawfully discharged. If the amount of alimony is under $500, the defendant cannot be confined in jail more than three months. If, on the other hand, the amount of the alimony for which he is committed is $500 or more, he may be confined as long as six months, but no longer.

Question of Title.

QUESTION: A owns a piece of property twenty-five feet wide and one hundred feet deep. B owns the adjoining piece of property. For the past twenty-five years or more, and until a survey was made of the property some time ago, A was under the impression that he had twenty-five feet front of property, and B also was of the same opinion, but the survey revealed the fact that B had in his possesion one foot of the twenty-five feet, the width of A's property. During all this time, when A paid the taxes on his property he also paid the taxes on the one foot of property in question, which really belonged to him, but which was in the possession of B without the knowledge of either. Would you kindly inform me (1) Has B the right to hold this one foot of property, claiming the same by adverse possession? (2) If he has, is there any way in which A can redeem the same? (3) Does the fact A paid the taxes on this one foot of property during all this time effect B's title by adverse possession, if he has any at all?

REPLY: We are of the opinion that B has acquired no title to the property in question by adverse possession. In the facts before us for consideration, it is expressly stated that both A and B were of the opinion that A had twenty-five feet front of property. It cannot be said, therefore, that B held this property under an adverse claim of right. He was in possession, but was entirely ignorant of the fact, as was also A. It is one of the essential elements of a title by adverse possession that the claim to the property be asserted as a matter of right (Burbank vs. Fay, 65 N. Y. 57-65) and it is held that "Any possession to be adverse must be accompanied with a claim of right or title; a mere naked possession or intrusion without claim of right will inure to the benefit of the owner." (Gerard on Titles to Real Estate, 4th Ed., p. 754). The fact that A continued to pay the taxes on the full 25-foot lot effects the case only as it is strong evidence to show that A was not aware of any adverse claim to the property.

MORE THAN USUALLY USEFUL.

Among the vast number of calendars with which the mails are flooded at this time of the year, the greater portion of them rely upon the artistic feature to stimulate a desire in the recipient to retain it, and by giving it a prominent place in the office, keep the name of the distributor constantly before them. But of all the calendars received by us, we think that for usefulness and appropriateness combined that one projected by the well-known pump makers, F. E. Myers & Co., Ashland, Ohio, "take the cake" as the boys would say, and we consequently "take off our hat to Myers." This Poster-calendar is designed to be hung up, being a pretty good sized hanger, and as it contains nearly every cut in their catalogue under its appropriate catalogue number, many an item of pumps or their repairs is selected in the store by a casual perusal of this useful poster. It is certainly significant of intelligent advertising, and will bring better results than most people would surmise.

HIBBARD, SPENCER, BARTLETT & CO.

Hibbard, Spencer, Bartlett & Co., wholesale Hardware dealers, Chicago, have elected the following officers for 1904:—

President, A. C. Bartlett; vice-presidents, Charles H. Conover, Wm. G. Hibbard, J. J. Charles, Frank Hibbard; secretary, A. M. Graves; treasurer, E. G. Clark; assistant secretary, C. B. Whipple; assistant treasurer, H. J. Sawe; credit manager, F. L. Macomber. A new director was elected in the person of Wm. A. Sickles. Mr. Bartlett, the president, was previously first vice-president. Wm. G. Hibbard, the new second vice-president, is a son of the deceased president. He was formerly a director. Mr. Conover was formerly secretary of the company, while the new secretary, assistant secretary, assistant treasurer and third and fourth vice-presidents were formerly only directors. Mr. Clark, the new secretary, had formerly the title of cashier.

THE HOTEL PIEDMONT.

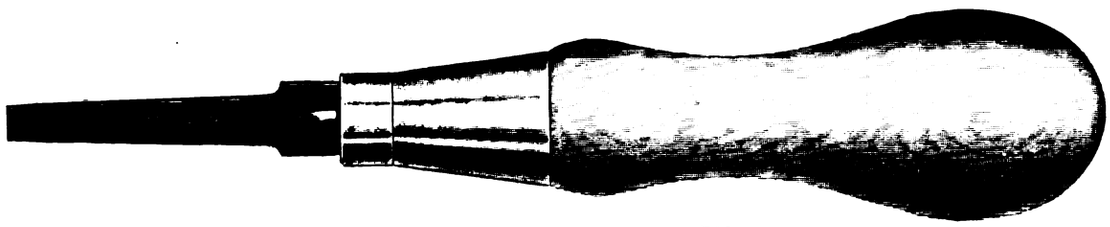
The Piedmont Hotel, of Atlanta, Ga., have forwarded to us one of the handsomest Hotel souvenirs we have had brought to our attention. The graphic descriptions and magnificent illustrations of the elegance in detail for which this superb hotel is noted, would indicate that the Southern Hardware Jobbers' Association made a wise selection when Atlanta was picked out as being the most desirable spot to hold the next convention, taking place on May 24th to 27th. The hotel has a unique location, by which the rooms are all outside, there being no closed courts. The Piedmont standing on almost the highest point in the city provides a superb view from all parts of the building.

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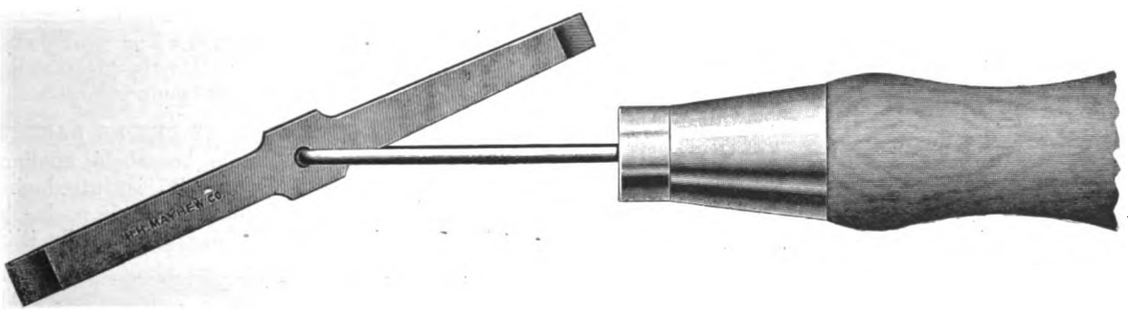
NEW GOODS AND SPECIALTIES.

MAYHEW'S DOUBLE END SCREW DRIVER NO. 710.

H. H. Mayhew Co., Shelbourne Falls, Mass., are placing upon the market something novel and useful in the way of a screw driver having two blades, of which we give illustrations. The two blades are constructed in a simple manner that makes them as strong as any single blade could possibly be, the two ends of which measure respectively 3-16 and 5-16 inches. The double blade is pivoted in the center, allowing the use of either end by simply pushing the other end into a malleable iron socket, which is grooved to hold frictionally the shank of each blade when ready to be used. A tapered steel ferrule adds strength to the construction, holding firmly two lugs on the socket so that it is claimed twisting is impossible. The tool has no detachable parts which is a commendable feature.



DOUBLE END SCREW DRIVER NO. 710.



SHOWING THE MANNER OF ADJUSTMENT.

GOODWIN'S STEEL JACKS.

R. E. Rodriguez, 91 Chambers Street, New York, is the manufacturer of the Goodwin Steel Jacks suitable for carriages, wagons, automobiles, cars and heavy work generally.

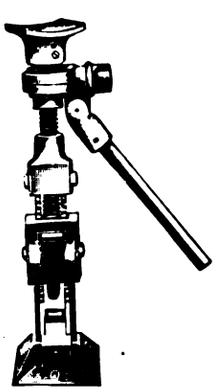


FIG. 1.—GOODWIN'S B. B. STEEL JACK.



FIG. 2.—GOODWIN'S REVOLVING LEVER JACK.

In all the principal parts steel is used. The mechanism is exceedingly simple, presenting but few points to frictional wear, and all parts are interchangeable. Goodwin B. B. jack Fig. 1, has a lifting capacity of 2500 pounds. By means of a pall acting automatically, the adjustment is securely held at any required height. Besides this adjustment, the jack has a screw lift of 5½ inches which is regarded as very important in connection with automobile use. By turning a simple spring device, the operation of raising or lowering the jack can be changed instantly. Of the sizes now made, No. 1 is suitable for heavy automobiles, construction work, etc. Carpenters will find this size a very useful article to add to their tool chest. Height closed 11½ inches, adjustment 3 inches, screw lift 5½ inches; height over all 19 inches, weight 7¼ pounds. No. 2 is for carriages, wagons, and where larger adjustment is needed. Capacity same as No. 1; height closed 16 inches; adjustment 8 inches; screw lift 5½ inches; height over all 29 inches; weight 8½ pounds. Goodwin's Revolving Lever Jack is shown in Fig. 2, and is suitable for light automobiles, vehicles, wagons, etc. The adjustment is very quick and on the same principle as in Fig. 1. The eccentric movement in connection with the lever handle permits of a quick action in lifting a load, and the construction is such that no matter how the jack is placed, the user can always instantly bring the lever so as to be directly in front of him for convenient use. These jacks are made in two sizes, Nos. 11 and 12, which weigh 7½ and 8½ pounds respectively, and with a lifting capacity of 1,000 pounds. No. 11 height, closed 11½ inches, adjustment 3 inches, lever lift 1½ inches, height over all 15 inches. No. 12, height closed 16 inches, adjustment 8 inches, lever lift 1½ inches, height over all 25 inches.

MANN'S RAZOR SPECIALTIES.

Wm. T. Mann & Co., 535 Euclid Avenue, Cleveland, Ohio, are the manufacturers of a line of razor specialties, which through intelligent advertising, have become extremely popular in the Hardware trade. In Fig. 1 we give herewith an

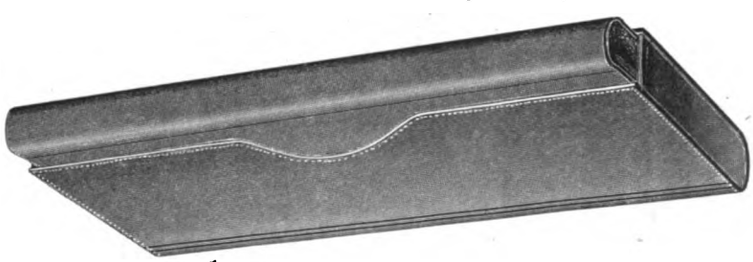


FIG. 1.—THE MANN RAZOR CASE.

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illustration of their razor case which they make in four sizes to hold from two to seven razors. The case is made in two pieces from the best leather suitable for the purpose, one part sliding into the other, and containing a small "Mann's" razor strop for travelers use, forming a close and compactly made case that is popular wherever introduced. We also illustrate in Fig. 2 the manner in which Mann's razor paste is distributed to the trade. Standing upon the counter it attracts attention, and at the nominal price of ten cents a box, meets with a ready sale. The paste is one of the most meritorious articles of the kind sold by the Hardware trade, when placed upon the finishing side of the strop the razor clings to it in the operation of stropping, giving it an inimitable cutting edge of the most desirable kind. Our readers should write to the makers as above for further information.

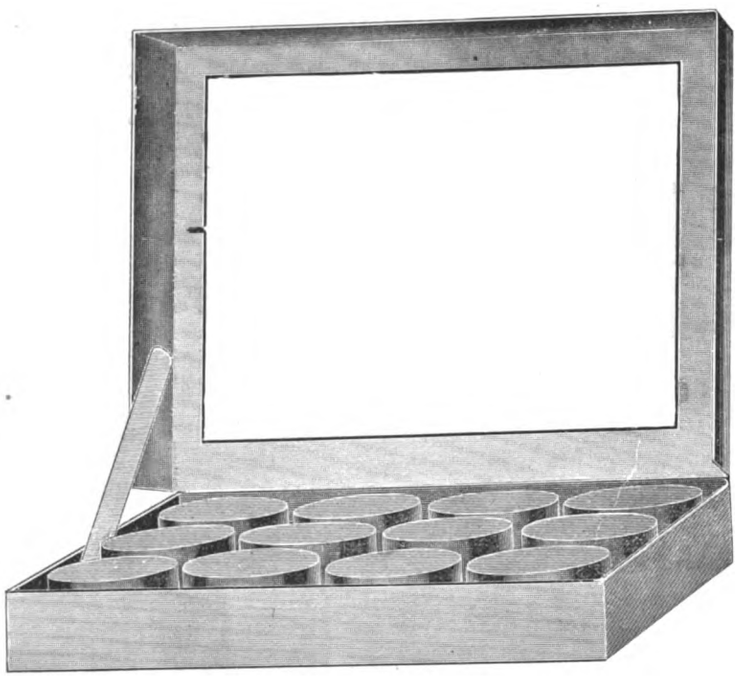


FIG. 2.—MANN'S RAZOR PASTE.

THE MYERS POWER SPRAY PUMP.

F. E. Myers & Bro., Ashland, Ohio, are the manufacturers of the power spray pump shown in Fig. 1, which is designed to meet the requirements of fruit growers who wish to use a gasoline engine for spraying. In Fig. 2 the pump is illustrated in a dismantled condition to show the ease with which the valves and parts liable to get out of order can be reached for repairing. The pump is referred to as being built of sufficient weight and strength to withstand the pressure necessary for supplying four strings of hose. It is fitted with concave brass valve seats, ground brass poppet valves and removable brass cylinder, with the cylinder so arranged that it can be removed when worn. The valves are located on the top, and can be reached by removing the top cap and air chamber. The pump is fitted with a check valve between the air chamber and pump, to retain the pressure in the air chamber, thus to relieve the pump from all strain except on the movement of the piston. A brass piston rod is supported by a strong yoke attached directly to the head of the pump to secure perfect alignment. The pump is furnished with a yoke and stub pitman to attach to a back geared engine. The safety valve can be set to regulate the pressure desired, and the pressure gauge registers 200 pounds.

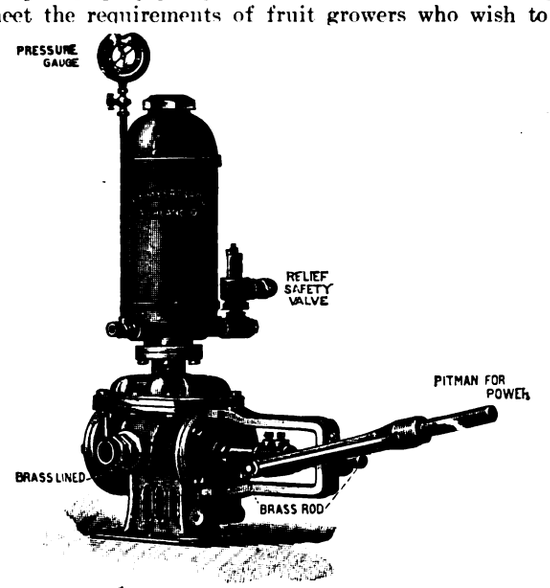


FIG. 1.—THE MYERS POWER SPRAY PUMP.

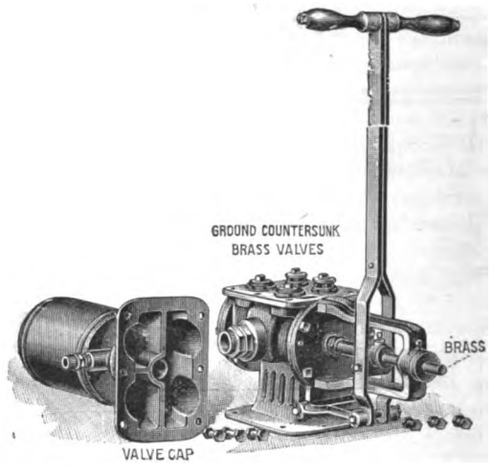
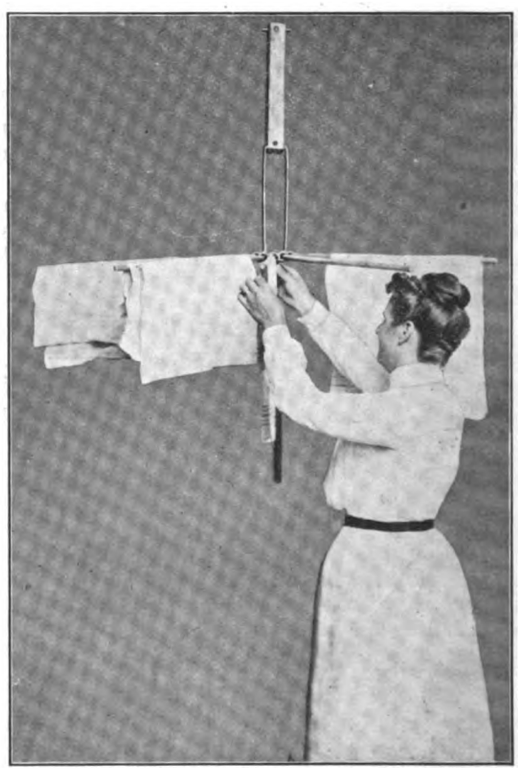


FIG. 2.—THE MYERS SPRAY PUMP DISMANTLED.

NATIONAL CLOTHES DRYING RACK.

Among the many desirable household appliances which Matt. Redlinger, of Freeport, Ill., is introducing through the Hardware and housefurnishing goods trade, the National Clothes Drying Rack, which is graphically illustrated in the engraving herewith, has proved exceedingly popular. It is claimed to be unsurpassed for usefulness, convenience and simplicity of operation. This rack is strongly made and nicely finished. The handle and arms are fastened in an iron casting which has a double wire arm that is pivoted in the same, and the lower end of these arms pivot in the lower end of wood block which is screwed to the wall. By tilting the handle forward it unlocks, allowing rack to lower 26 inches. They are finished in varnish and black baked enamel.

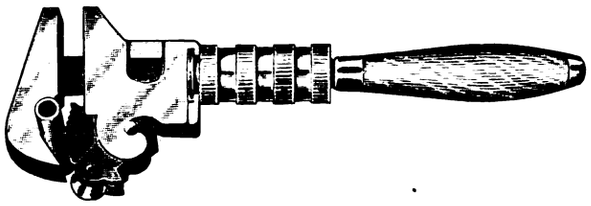


NATIONAL CLOTHES DRYING RACK.

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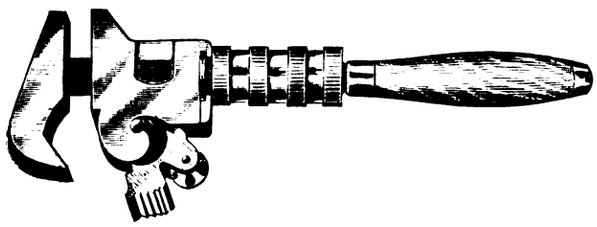
BONNEY COMBINATION WRENCH.

Bonney Vise & Tool Works, Inc., Philadelphia, Pa., are introducing through the Hardware and Supply trade a new Combination Wrench which is claimed to possess a number of special features which commend it to the artisan requiring



BONNEY COMBINATION WRENCH.

such an appliance. We give an illustration of the same herewith in which it will be noticed that the gripping jaw carrying the wheel has concaved extension, or shoulder on side supported by convexed wings on wrench jaw, forming a perfect support for the gripping jaw, and relieving all strain

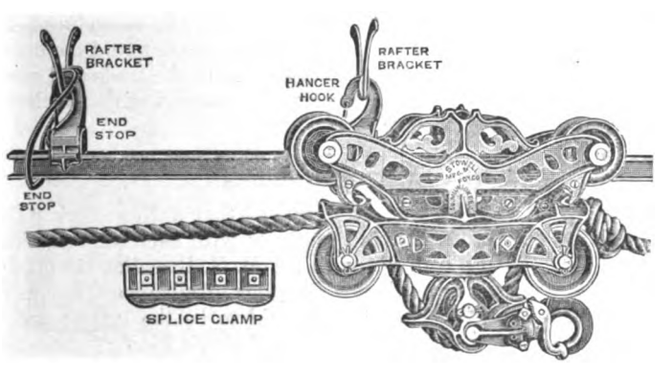


WITH GRIPPING JAW THROWN BACK.

from pin. The slot in jaw does away with the screw pin, which was apt to be lost or become so tight that it could not be removed. By throwing jaw all the way back, it can be taken out and reversed instantly. The pin is made solid with the gripping jaw, and cannot become detached. The double cap on back end of wrench jaw fitting over collar on end of sleeve not on opposite sides prevents any cramping of nut, or any liability of collar slipping over. The eccentric wheel is a feature of great utility as it enables it to cut pipe with the greatest rapidity and ease, and only needs to be shown to be appreciated.

STOWELL'S NO. 3 STEEL TRACK HAY CARRIER.

The Stowell Manufacturing & Foundry Company of South Milwaukee, Wis., have recently added to their production a complete line of Hay tools. The illustration herewith shows their No. 3 steel track hay carrier, which is manufactured under the patents and personal supervision of J. M. Boyd, who is well known throughout the country as the inventor of the



STOWELL'S NO. 3 STEEL TRACK HAY CARRIER.

Boyd wood track carrier. The No. 3 carrier is an unusually strong and well made carrier. It has a long bearing on the track with large wheels and roller bearings for the pulleys. The carrier frame is connected by a cross tie which also supports the ends of the collar or swivel band over the pulleys, a feature said to be found in no other carrier. The fork pulley used with all of the carriers manufactured by this company, it is claimed, allows the load to be drawn in closer to the peak than any other pulley on the market.

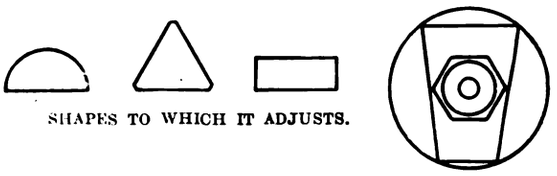
THE VICTOR UNIVERSAL PLYER.

Krauter & Co., 577-579 Eighteenth Avenue, Newark, N. J., in the line of serviceable tools manufactured by them, are the makers of the Victor Universal Plyer, an illustration of which is presented herewith. This is claimed to be the only Universal Plyer that will adjust itself to any taper, half round,



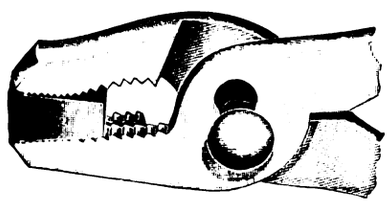
VICTOR UNIVERSAL PLYER.

three square or parallel. In taking hold of either of these, the flat side always lays itself to the straight jaw. The plyer is 7 inches in length and is constructed from the best quality of material such as is necessary in good side-cutting plyers



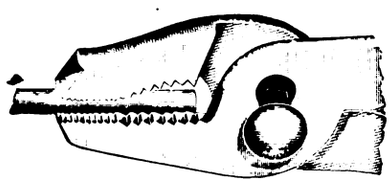
SHAPES TO WHICH IT ADJUSTS.

and is finished either in black or nickel plated. The lower part of the jaw has a V groove for holding wire and rods, which it does effectively. It is claimed that it will do the



HOLDING A TAPERED SHAPE.

work of a 10-inch plyer. Additional leverage is given the wire cutter by removing it from the jaw of the plyer where it is usually placed and putting it on the handle side of the



HOLDING A WIRE ROD.

fulcrum. It will take in pipe from ⅜ to 1¼ inch in diameter, making it a useful tool for plumbers and gas fitters, as well as other mechanics requiring the use of plyers.

WHEN YOU DREAM

On a warm Summer day of the pleasures of Winter driving, it all seems delightful—the spirited horses, the crisp air, the scintillent snow. But when you try to enjoy it, in its season—the real thing—how different. The only sensation you can think of is that you are cold. The luxurious vehicle only serves to remind you of the comfortable, warm rooms at home; the jingling sleigh bells become a jengle, harsh and irritating. But if you have at your feet a Clark Heater, why, then, it's quite another matter. Your feet are warm; in fact, you are warm all over. There is "no fun" without it. Manufactured by the Chicago Flexible Shaft Co., La Salle Avenue and Ontario Street, Chicago, and for sale by jobbers everywhere.

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HARDWARE TRADE NOTES IN CANADA.

(From our Traveling Correspondent).

Never has the Canadian Hardware trade been in better condition than now. The year 1903 just closed has been the most satisfactory, all things considered that the Hardware dealer has ever known. Canada has had three or four years of exceedingly prosperous business. The western farm and ranch lands have been undergoing rapid development, many new mines have been opened, and no small amount of new building in all parts of the Dominion has made a large demand for building materials of all kinds.

Each year finds Canada more of a manufacturing country. Especially is this true in woodenware, lumbering tools, farm implements, as well as in shoes and gloves. The per capita consumption has rapidly increased with the growth in individual wealth and the manufacturers are gradually gaining an export business, especially with the north country and the other English colonies. With the increased and enlarged business has also come a demand for a better grade of goods. In speaking of the higher tone of the trade a Quebec Hardwareman said: "A few years ago we were selling a large percentage of German Hardware, especially in cutlery and tools. At that time we could not get goods cheap enough—now we are selling English cutlery and American tools—and its now not so much a question of price as of quality." This alone shows the improved condition of the people.

One of Quebec's old established Hardware dealers is Wm. Doyle. Starting in 1875, Mr. Doyle has succeeded in building up a business that is known in all parts of the province of Quebec. An extensive retail trade is enjoyed and considerable wholesale business is done, especially in farm implements and garden tools. Mr. Doyle said business was good; in fact better than usual at this season of the year.

At 269 St Joseph Street, Quebec, is located the Hardware store of J. P. Bertrand. In addition to builders' Hardware Mr. Bertrand carries an extensive line of sporting goods, including guns, rifles and fishing tackle. A specialty is made of high grade salmon and trout tackle, which is especially adapted for Canadian fishing. The store is well arranged being fitted up by Mr. Bertrand for the business two years ago; the stock being all new is up-to-date in every department. Mr. Bertrand said that business was very good, although the recent strikes in the Quebec shoe factories had affected the small pick up cash trade somewhat. One of the largest Hardware concerns of eastern Canada is the Chinic Hardware Company of Quebec. An extensive wholesale business is carried on by this concern, not only in shelf and builders' Hardware but also in blacksmiths and wagon makers' supplies, lumbering and mining tools and iron and steel. The managing director, W. Shaw, is a man of wide experience and an opinion from him is of value and importance. In answer to the question as to what would be the final outcome of the Canadian tariff agitation Mr. Shaw said: "No doubt exists but that Canada will put a Sur-tax on American goods; this will result in more English manufactures being imported, and certainly in some lines less goods from the United States being brought in; also favorably more goods being manufactured here in Canada. Generally speaking Canada has never been in any more prosperous condition, and the outlook is good."

Two stores are operated by Shaw & Company, another of Quebec's enterprising Hardware concerns. This firm cater for the best retail trade, and carry a large line of high grade goods. In speaking of the Canadian trade Mr. Shaw said: "The business of a Hardware merchant here in Quebec is quite different from that in an American city; here we are obliged to carry everything in the Hardware line, and a vast assortment of it. You notice that in stoves we sell both wood and coal burners. Our stock comprises tinware and enameled ware, and from cheap cutlery to highest priced Sheffield goods." Mr. Shaw is an ardent follower of Walton and is a recognized authority on all things pertaining to fishing. A very complete stock of salmon tackle of the highest grade is carried.

Sherbrooke is well located as a jobbing point, and here J. S. Mitchell & Company have built up an extensive wholesale business. The travelers from this concern reach out in all parts of Quebec, and work the trade east to Nova Scotia. An extensive trade is done in builders' Hardware, farm tools and dairy supplies. Ottawa being one of the greatest lumber markets in the world, is naturally a large market for lumbering supplies. Two of the Montreal jobbers have sample rooms here where a large line of saws and axes are shown; but no better line of these goods are shown in Canada than is carried by Ottawa's largest jobber Thos. Birkette & Sons Company. This concern work the northern territory closely and are in a position to hold and control that trade against all comers. Thos. Birkette & Sons Company occupy a large four story brick warehouse built especially for their business. The street floor being devoted to offices and sample room. The arrangement of the sample room is exceedingly attractive and well lighted.

Graves Bros., of Ottawa, carry one of the largest stocks in Canada of fine Builders' Hardware, and show much taste in the display of their goods. The store is light and bright and in every way is exceedingly attractive. This enterprising firm believe in advertising and the success of their business is one of the proofs that good advertising pays. Graves Bros. also make a feature of window display and feel that many sales are made from the proper display given to goods in the window.

One of the city's younger firms is the Ottawa Hardware Company. Starting less than three years ago this concern have rapidly come to the front and by close attention to business have succeeded in building up an extensive retail trade.

Another of Ottawa's successful Hardware retailers is Wm. Strachan in whose store can be found about everything that a Hardware merchant should carry, or a customer demand. When asked how business had been during 1903, Mr. Strachan said: "I have no complaint to make of trade, although in some departments it has been below the average—upon the whole, however, business is ahead of last season."

A large double store is occupied by McKinley & Northwood who are extensive dealers in house furnishing goods and farming tools in addition to general Hardware.

One of Ottawa's oldest French Hardware firms is E. G. Lavendure & Company. Beside a good city trade this firm enjoy a large out-of-town retail business, going extensively into dairy supplies and small farm implements.

HAMMERNAIL.

THE SAVAGE ARMS CO.'S ARTISTIC CALENDAR.

The Savage Arms Co., Utica, N. Y., have ready for distribution their 1904 calendar, one of the most graphic and appropriate to their business of any seen this season. It is a reproduction of a masterly painting by Carl Rungius, the well known painter of wild animals, and depicts in the most natural way imaginable a group in the woods of the hunter with his Savage rifle who has just brought down a fine buck which occupies the foreground, and the eager look of the sportsman, the intelligent look of the horse beside him, with the winter foliage and rocks and distant hills give the true conception of the born artist here so faithfully reproduced. It is a work of art worth having in one's possession and the company are only sending them to art lovers in the trade and elsewhere who will forward ten cents in stamps with which to pay packing and postage.

A RECORD ORDER.

We note in the *Syracuse Standard* that a New York publishing house, which gives premiums with each subscription received, closed a contract with the M. S. Benedict Manufacturing Company recently for an order of silverware amounting to exactly $90,625. This is said to be the largest order ever placed by an individual house for this kind of goods in the United States, which probably means the largest anywhere. The company is given the entire year of 1904 to fill the order, making equal shipments every day. The New York house giving this order has taken from the Benedict Company $12,000 worth of goods for the holiday trade. The $90,625 order together with other large orders booked and much prospective business means a busy year for the Benedict Company at its factory in East Syracuse. Employment will be given to 225 men and women. The spoon department will be enlarged by adding a considerable amount of new machinery.

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SELLING HARDWARE IN THE ORIENT.

THE NATIVE IRONMONGER IN INDIA.

By George Cecil.

Those readers who have had installed into their minds that under the beneficial rule of England India has gained immensely in civilization, will, perhaps, be under the impression that the establishment of the native ironmonger is furnished with such articles as are turned out by a Grand Rapids firm, and provided with an electric light installation. They



GEORGE CECIL.

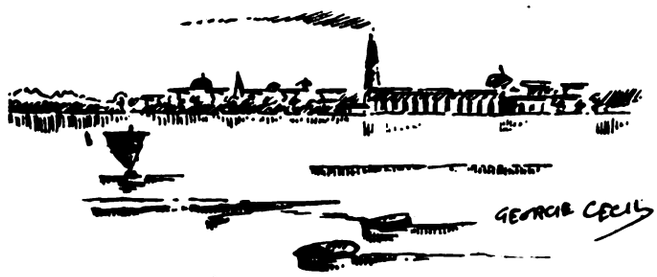
may also imagine that the black shopmen disport themselves in store shirts and European pantaloons, and that they speak English with that purity of accent which appertains to the Harvard graduate or the leading members of New York's Four Hundred. But this is not so, and it is proposed in this article to point out to the seeker after information in what way the shops and native ironmongers of India differ from those to be found in America.

MEAN SHOW-ROOMS.

It must, in the first place, be stated that the show-rooms themselves are very different to those to be found in the States. being, for the most part, of small and mean appearance, inasmuch as the space is much cramped, whilst the white-washed walls and ceiling are, generally speaking, exceedingly dirty. This, however, does not disturb the peace of mind of the proprietor, who, having been brought up amidst surroundings of the filthiest and most unsanitary description, sees nothing improper in unclean business premises. Nor does he object to his stock being half an inch deep in dust, or to the presence on his walls of fly-blown calendars of the year before last and colored advertisements which have sadly faded in the fierce glare of the Indian sun. Attention may next be drawn to the fact that owing to the abnormal heat, which prevails for the greater part of the year, it is necessary to employ "punkahs" in the show-room—unless the establishment is only patronized by the half-caste and native, a description of customer who possesses a Salamander-like-affection for a Turkish-bath-like atmosphere. It is also worthy of note that the smaller amongst these ironmonger shops are not provided with windows, the open door supplying the necessary (?) amount of life and air, though in the respectable Parsee *emporia* (which are to be found in all the large "stations"), the show-rooms are both large and lofty and provided with suitable apertures.

POOR STOCKS.

Although the European ironmongers of India carry a full line of stock, and one which, moreover, compares favorably with that on view in the show-room of an American store, the small native ironmonger contents himself with an exceptional meagre display of goods. Indeed, many of the small concerns in Calcutta and Bombay only profess to keep in stock a few samples, depending on their more wealthy brethren to



CALCUTTA, FROM THE RIVER.

supply them should they succeed in bringing about a sale. It will perhaps surprise the reader to learn that this method of business in no way prevents the native ironmonger from advertising in all the leading papers that he holds a full stock of goods, and that he is ready to execute the largest order on the shortest notice, a form of trading which is exceedingly annoying to his legitimate competitors, be they white or black. But as the tradesman in question takes for his motto "Business at any price," it does not matter to him if he is received with open arms by his fellow-ironmongers or whether they pine to poison him. It should, in the above connection, be borne in mind that these pranks are chiefly confined to the Bengali "Baboos" (educated natives) of Calcutta, a class who are renowned for their readiness to indulge in such tricks. As to the lines stocked by both the large and the small native establishments, they are much the same as are to be found in an American ironmonger's store, with this difference—that all articles of recent invention are strictly



AN UP-COUNTRY ESTABLISHMENT.

tabooed by the native ironmonger, who, finding he has no demand for up-to-date goods, naturally declines to invest in them.

LOW PRICES.

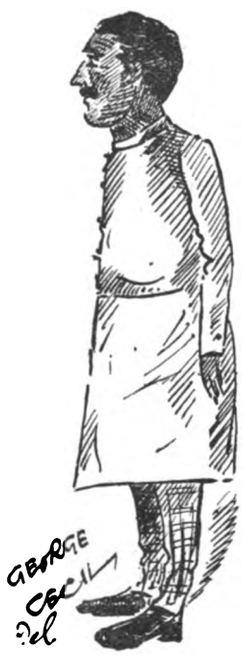
The black ironmonger may be said to work at a bone-cut profit, in as much as he undersells both his European and Eurasian competitors, often marking his goods at as little as two and a half per cent. over their cost prices. He will sometimes, with a view of securing a good bargain, purchase bankrupt stocks and goods which have been damaged in their transit from England, and attend salvage and other sales where ironmongers' requisites are to be picked up cheap—in many cases to be had almost for the asking. Thus equipped, he is able to sell at a remarkably low rate—much to the envy and hatred of those of his brother ironmongers, who, not having been able to purchase on such favorable terms, cannot compete with him. Another interesting fact in connection with

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the native ironmongery business in India is that the black men will frequently tender for contracts to supply corrugated iron roofing, wire netting and other building materials in unlimited quantities, blissfully impervious to the fact that, beyond a collection of samples, his store does not contain more than a few square feet of the goods which he professes to be able to supply. He, however, gets over the difficulty in the manner already described, namely, by purchasing from wholesalers. In former years the native ironmonger would withdraw from the competition should he discover that he could not comply with advantage to himself with the terms of his tender, thus putting the person whose advertisement he answered to unlimited trouble and annoyance. Nowadays he is forced to deposit a certain amount of earnest money when tendering, which sum is confiscated should he fail to comply with the terms of the contract. It may be added that this method of safe-guarding the interests of those who call for tenders is strongly condemned by the black man, and that he easily succeeds in enlisting the sympathies of the native press on his behalf.

THE WORKING ESTABLISHMENT.

The working establishment of the native ironmonger is regulated by the extent of the business and the forbearance of those employed, for the colored proprietor is, like many of his European customers, an exceedingly bad paymaster. Indeed, so dishonest are his motives, that he will often avoid paying his employees until such time as they seek the protection of the law. In the large businesses, amongst which are several important Parsee firms in Calcutta, Bombay and Kurrachee, from four to six natives are employed, one of whom acts as bookkeeper, another as store-keeper, and the remainder as assistants. These people are paid from fifty to five rupees $16.50 to $1.70 a month, according to their capabilities or the financial position of their employer. Sometimes these worthy people succeed in feathering their nests very comfortably by robbing their masters, or else by dint of discovering his malpractices and blackmailing him they may gain their hearts' desire, namely, a partnership—whilst others, through laziness or stupidity, never succeed in obtaining even a rise of salary, or in other ways bettering their prospects. Occasion may also be taken to point out that since shop rent is (with the exception of Calcutta) exceedingly moderate, the native ironmonger succeeds in keeping his working expenses well within the bounds of moderation. And when one bears in mind that he does not pay his staff highly and that he is an adept at seeking voluntary liquidation, it will readily be understood that he has no difficulty in running his business at a profit—provided that he secures sufficient custom.



A NATIVE IRONMONGER.

COMPETITION.

A word as to the competition which exists in native ironmongery circles, and which serves to increase the keenness of those engaged in the trade. Being able to work at a low profit, owing to the cheapness of native living in India, the colored ironmonger can afford to reduce the selling price of his goods to a fraction over cost price, thus enabling him to follow suit when his competitors periodically reduce their rates. As an instance thereof, it may be observed that table-knives, which were originally offered at two rupees (68 cents) each, have been reduced to as little as half that sum, other goods being disposed of in like manner.

HOURS OF BUSINESS.

The working hours of the black ironmonger cannot be described as excessive, since though this individual is not adverse to commencing business as early as six or seven o'clock in the morning, he considers himself very ill-used if he does not devote some two or three hours in the middle of the day to religious exercises, eating and sleeping. Moreover, he will often knock off work an hour after returning to it in order that he may again seek repose and smoke his "hookah." He is also only too ready to avail himself of the absurdly large number of holidays which occur during the year, and should he fall a victim to a slight touch of fever he will, as becomes a fatalist, gently murmur "Kismit!", and, rolling himself up in a blanket, he awaits death with a patience worthy of a better cause. After spending several days in idling of this nature, he will come to the conclusion that he is not so ill as he first imagined himself to be, and will once again condescend to spend a few hours every day in his shop, disposing of meat-knives, kitchen spoons, mouse traps, kerosene oil lamps and other articles of domestic use, or in devising schemes whereby he may succeed in securing a contract without going to the expense of stocking the lines for the supply of which he has had the audacity to tender. It must, in the above connection, be noted that although the vast majority of native ironmongers are lazy and apathetic, there are a few—notably in the North of India—who are (for natives) extraordinarily alert; whilst the Parsee ironmongers often possess business characteristics which are the reverse of those appertaining to their Hindoo and Mahommetan competitors. Indeed, so energetic are some of the fire worshipping fraternity to be found in Calcutta, Bombay, Lahore, Rawal Pindi, Peshawar and Allahabad, that they easily put to shame many of the Europeans employed in the Indian ironmongery trade, in addition to being a standing reproof to the few half-witted Eurasians who are to be found engaged in managing such a hard business. It may be added that a certain portion of the black ironmonger's business day is devoted to sending threatening letters to those of his customers who are too dishonest to recognize their obligations to him, amongst these ill-conditioned people being Anglo-Indian Generals, Colonels, Clergymen and other high-placed officials. A correspondence of this nature is conducted in English and very marvellous are the results, as may be deducted from a perusal of the following letters, the same being verbatim copies of those seen by the author when lately in India:—

Huzrat Gunge,
Lucknow.
May 1st, 1899.

Kind Sir,

This is to say you not paying what you owing me so unless you pay quick I bringing some actions I am poor man and you are a rich one which is very wrong for you not to do the pay up quick so if you not wanting summonses please to do the needful your faithful

---

Burra Bazaar,
Calcutta.
July 1st, 1888.

Honourable Sir,

You have not paid me what you owing for three years this is not all right so you must pay me tomorrow or I taking out a summons against you which is very bad thing for a officer if you likes to pay me per bearer who is my servant I will not charge some interest but if you do not do this thing I will write to commander-in-chief who being very angry. Yours obedient

---

Cantonments,
Bareilly.
July 8th, 1900.

Sir,

I have write you pay up you not pay so now I says there will be a case against you. Yours faithful

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Occasion may be taken to observe that the average British resident in India entertains some extraordinary notions on the subject of paying his debts, and that the more exalted his social position happens to be the greater difficulty does the tradesman experience in securing from him a cheque which it is possible to negotiate, though the customer in question is frequently known to draw cheques which he knows full well will be dishonored.

THE LIVING EXPENSES OF THE NATIVE IRONMONGER.

The living expenses of the native ironmonger are so arranged by that economical person that they need not be more than three rupees ($1) per head per month, though, should he be well-to-do he may spend as much as twenty rupees ($6.75) a month on himself and an extra ten rupees upon the wife of his bosom, the additional sum being devoted to the purchase of sweetmeats and jewelery. In fact, should the native ironmonger be so fortunate as to possess a flourishing business, he will devote all his spare cash to buying fattening food, it being the habit of the black men to make his stomach keep pace with his banking account, a practice which may be commended to those readers of this journal who are inclined to live beyond their means. In the event of his being a very poor man, he may so arrange his expenditure that for eight annas (16 cents) he will be able to provide himself with sumptuous meals—consisting mainly of boiled rice and native vegetables. His wife, being possessed of a smaller appetite (or, according to the native idea, an inferior person), will need but two-thirds of the amount of food which is necessary to the physical support of her spouse, whilst the children will be expected to make the best of the parents' leavings. As to his house, he will either live in a miniature barn above his business premises, or he will rent a small and evil-smelling tenement in the back slums of the town in which his shop is situated, where he, his wife, his children and his father and mother, possibly, will all live together under conditions which are the reverse of sanitary and moral. Indeed, so adverse is the native ironmonger to proper sanitation and ventilation, that his house is often teeming with cholera, typhoid, and other undesirable baccili—a state of things which does not disturb his serenity in the very slightest degree; in fact, upon being brought to book by the municipal authorities, he not only shows great surprise at the unwarrantable intrusion, but he even threatens them with an action for house trespass. In the matter of clothing, the native ironmonger is put to no great expense, since his output, consisting of a white linen turban or cap, a loose jacket and pantaloons of the same material and of quaint cut, and a pair of native-made shoes complete his costume, the whole wardrobe costing about four rupees ($1.75). And when it is borne in mind that these garments will last at least four or five years, the boots only being worn upon occasions which are as few as they are far between, and the clothes being wonderfully durable, it will readily be understood that there is no ironmonger in the world who need spend as little upon his wearing apparel as need the colored ironmonger of India. In the Winter he supplements this outfit with a warm rug or shawl, rubbing his body with cocoanut-oil every morning—with a view to keeping out the cold. Should he be a person of wealth he will be the proud possessor of a green plush cap of the pork-pie order, which is profusely decorated with gold lace and braid, a coat of the same material which is ornamented in a similar manner, a pair of patent leather shoes with mother-of-pearl buttons and elastic sides, and a dress shirt of the soft fronted and embroidered variety. Sometimes he even allows his fancy to dwell upon the style of undergarments worn by European ladies, investing largely in black silk stockings and garters which bear appropriate devices. Anything more extraordinary and incongruous than the figure which the black ironmonger cuts when thus attired can better be imagined than described.

THE AMUSEMENTS OF THE NATIVE IRONMONGER.

The word "Amusements" is really out of place when dealing with the recreations of the colored ironmonger, since they are such as cannot possibly appeal to a civilized person, consisting, as they do, of sleeping, eating, smoking a loathsome form of native tobacco, and lolling about the "Bazaar" (native quarter) doing nothing at all. The native, however, is quite happy when thus employed, and asks for nothing better than to be allowed to pass his time in the manner set forth above when his day's work is ended. Occasionally, he varies this performance by devising schemes whereby he may collect his outstandings, or which will enable him to buy in a cheaper market—with a view to increasing his profits.

AMONG OUR ASIATIC CUSTOMERS.

THE EAST INDIAN MARKETS.

We ought to sell more goods in farther India and Hindoostan. The markets there are not appreciated by us. Farther India is now being opened up by new railroads, and it will be connected with China. General Grant predicted that Rangoon would at some time be one of the great ports of the world, and his prophecy is coming true. It is already a trade centre, and has considerable imports of American goods. The most important field, however, is Hindoostan. That country is one-half the size of the United States, and it has a population of 300,000,000, or one-fifth of all the inhabitants on earth. Its people are industrious and business-like. They are good farmers and raise quantities of wheat and cotton, as well as rice, opium and other things. They have enormous factories, many of them managed by the English, and they manufacture for export. Their foreign trade already amounts to $700,000,000 annually, and they export goods to the amount of $400,000,000.

A large part of the Indian exports is in cottons, which are shipped to Eastern Asia, as well as to Africa and Europe. The best of modern machinery is used in the mills, and the labor is exceedingly cheap.

THE GROWTH OF INDIA'S COMMERCE.

The foreign trade of India shows what can be made of a colony when properly handled. The English have developed industry and trade there, and of late it has gone ahead by leaps and bounds. The Hindoos are buying ten times as much as they were in 1840, twice as much as they bought in 1860 and 20 per cent more than in 1890. In 1840 the imports amounted to only $28,000,000; in 1890 they were $231,000,000, and this year they will be probably $30,000,000 more. At the same time the exports have increased from $51,000,000 in 1840 to $403,000,000 in 1902, so that the balance of trade is largely in India's favor.

Of the imports we supply only about 2 per cent., although we use 7 per cent. of the exports. Our trade might be greatly increased if American goods were put on sale. Our consuls to Calcutta and Bombay are urging that drummers be sent to India, and the Calcutta man thinks we should establish a museum or sample warehouse there for the display of American products. He says that all sorts of our machinery and electrical supplies, American shoes and food stuffs, as well as Hardware and cutlery, can be sold. The East Indies want cheap umbrellas, watches, clocks and toys of all kinds. There are openings for American farm tools and for heavy farm machinery.

India has wheat fields as large as the State of Ohio, and it produces at times as much as 7,000,000 tons of wheat in a year. It needs reapers, mowers and threshers. It is a country of railroads, but most of the rolling stock is supplied from Europe. Within recent years a few American engines have been tried, and that with success.

OUR NEW STEAMERS TO ASIA.

Our connections with Japan and China are steadily improving. When I first crossed the Pacific, about fourteen years ago, there were only two steamship lines. There are now about five times that many, and two of the lines belong to the Japanese. You can get ships from San Francisco, Portland, Tacoma and Vancouver for Yokohama, Shanghai and Hong Kong, and there are also steamers from San Diego, Cal., sailing at irregular intervals to the same ports. Two of the biggest ships of the world are just about ready to make their first voyages across the Pacific. These are the Minnesota and Dakota, built by the Great Northern Railroad to accommodate its transpacific trade. They have each a displacement of 38,000 tons, and can carry 280,000 barrels of flour. The Dakota is 14,000 tons bigger than the Great Eastern and 16,000 tons bigger than the Kaiser Wilhelm der

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Grosse. The ships are 630 feet long, 73 feet wide and 56 feet deep. Each has accommodations for 3,000 passengers, including the crew. They will travel to Asia by the shortest route, which is that from Puget Sound to Japan, and will make the best time across the Pacific.—Frank G. Carpenter, in Newark (N. J.), *Sunday Call.*

COL. J. R. NUTTING ON "A CAREER OF THRIFT."

"Thrift" is the title of a new magazine of creditable appearance, the first number of which has just appeared at Cedar Rapids, Iowa. Among its contributors we find our esteemed correspondent, Col. J. R. Nutting of the wholesale Hardware house of Sickels, Preston & Nutting Co., of Davenport, Iowa.

In answer to a query from the editor of *Thrift* he was asked "What in your estimation, are the essential qualifications that should be possessed by a young man or woman to fit them for a thrifty career in the business world?"

Colonel Nutting replies as follows: "Good, common sense, a well balanced brain, an active and progressive mind, good moral character, ambition, a natural love for work, a desire to earn more than is received thus placing and keeping the employer under obligations; absolute honesty and truthfulness, a feeling of interest and responsibility as of personal ownership, devotion of a part of each 24 hours to the study of such subjects as may be helpful when promotion occurs or greater responsibilities are undertaken. There are many accomplishments besides shop knowledge necessary for the greatest success in a business career. Politeness, a pleasant address, graceful manners, regard for the feelings of others, reasonable deference to the employer, a determination to succeed and a desire to ultimately become the head of the business engaged in, are qualifications that attract those who desire assistance, whether clerks, heads of departments, partners or managers of their capital." The experience of a life time has been epitomized in the above answer.

EX-RADIUM HEATER.

The Novelty Mfg. Company, Jackson, Mich., are the manufacturers of an extremely desirable addition to the comforts of the dining room in the shape of a heater for the table which they call the "X-Radium Heater." It is nothing more nor less than a neat little stove which gives out heat without consuming any fuel or costing any additional expense. It is made in two parts, first a heating pad of stamped steel filled with X Radium, second a stamped steel bowl-shaped stand, with asbestos mat in the bottom, into which the pad is placed after being heated. Both parts are finely finished, polished and heavily nickel plated making a handsome and quite ornamental addition to the dining room equipment. It is 4 inches high, and 7 inches in diameter. There is no extra cost connected with the use of the X Radium Heater. You are compelled to have a fire to prepare the meal, and all that is necessary is to place the pad upon the stove or range while the meal is being prepared. The pad will absorb the heat, and in 20 minutes time it will be hot enough it is claimed to keep the coffee or tea, etc., hot for two hours. X Radium, which is a new substance discovered recently, and having a natural affiinity for heat, quickly gathers to itself the heat rays in unlimited volume and retains them a long time. It is made to be sold at the moderate price of $2 at retail, and from its attractive appearance and novel utility should meet with a ready sale wherever introduced.

SOMETHING WORTH REMEMBERING.

In time of peace prepare for war, and a war of extermination of those pests, flies and mosquitoes, is always justifiable. The A. J. Phillips Company, Fenton, Mich., are calling attention elsewhere in our columns to the fact that by running their factories without laying off a day throughout the year, they are able, if ordered early enough, to promptly deliver the Flyer and 20th Century Screens, which were so much in evidence last year. While at present costs, which are lower than ever, these screens prevent the manufacturer from getting fat dividends, they are still leading the industry.

A WOMEN'S INVENTION THAT IS POPULAR.

Mrs. Emeline B. Vrooman, as her portrait we present herewith would indicate, is possessed of an inventive mind; when by personal observation in her own domestic life, the



MRS. E. B. VROOMAN.

necessity for something that would concentrate in a small space for easy removal the usual accumulations of organic matter in every household sink; the fittest article for the purpose, the Vrooman Sink Strainer, dawned upon her at once, and the result was the largest distribution of a kitchen necessity of the kind, was made possible, when properly brought by advertising before the buying public. The year 1903 was noted as a year of business that like the name of Abou Ben Adhem "led all the rest," for no housewife who used one knew what it was to have a daily headache. Send to F. H. & E. B. Vrooman, 225 Dearborn Street, Chicago, for their latest illustrated booklet.

NATIONAL SWEEPER COMPANY'S 1904 LINE.

The National Sweeper Company, of Marion, Indiana, manufacturers of the National Roller Bearing Carpet Sweepers, has made some decided improvements in its line for the season of 1904, one being their Anti-Tipping Device. Manufacturers of Carpet Sweepers for years have been working to invent a device which would prevent a sweeper from tipping up, thereby ejecting the dirt from the dust pans, when drawn back quickly or with undue force. Some improvements have been made in this line, but they have not so far been satisfactory, as they do not accomplish their purpose. The National Sweeper Company states that by the use of their device "it is impossible to tip up a National Sweeper when drawn back quickly or when catching on a fold or wrinkle in the floor coverings. It is not a make-shift or make-believe—it is made of sheet steel, has no springs to break or weaken in tension or get out of order." This device is shown in illustration in the advertisement in this issue, to which your attention is called. As may be noted, the bail has two points of contact, one at the lug, which plays back and forth in the groove in the ear, and one at the stud at the bottom of the stamping, over which the slotted fin end of the bail fits. This throws the point of contact off the center, and also acts as a counter lever, which keeps the sweeper box level—parallel with the floor at all times. On the upper part of the stamping is a corrugation, which holds the sweeper handle upright when not in use. The stud on the bottom of the stamping, also, serves the purpose of preventing the bail from springing out of place. This is not only an extremely simple contrivance but along advanced lines and accomplishes all that is intended. Another new device of this line for 1904 is the Brush-Releasing End Band, also shown in cut in advertisement. This device is so simple that illustration alone is sufficient to clearly define its construction and method of operation. The higher priced sweepers have been fitted with a brush releasing spring for some time, but this is the first instance where the medium priced sweepers have been supplied with a device for the easy removal of the brush, the advantage of which the trade will readily grasp. These new devices are furnished by the company without extra charge. To those interested, the National Sweeper Company, upon request, will send descriptive circulars.

will send descriptive circulars.

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AMERICAN HARDWARE IN GERMANY.

By ERICH NOLTE, *(Our German Representative.)*

At the request of your Editor, I have called on a number of prominent wholesale and retail Hardware merchants in several of the largest cities of the Empire. Summarizing the information thus gathered, I am glad to inform you that American-made goods, as a rule, are much liked over here, and are bought and sold in ever increasing quantities.

It will no doubt be of interest to your readers to learn what German Hardware merchants think of American-made goods and of American methods.



ERICH NOLTE.

One of the most prominent jobbers in a large city on the Rhine, when asked about his opinion regarding American iron and steel manufactures, made the following statement:

> "Up to some years ago I bought American Hardware, chiefly small tools for carpenters, blacksmiths, farriers, tinsmiths, and plumbers, through an import commission house at Hamburg, but when I found out that the sale of such goods could be increased, I got into direct touch with several American manufacturers and by means of strong efforts I succeeded in establishing a business in these goods on quite an extensive basis. All my bills were paid for through a New York banking house against bill of lading. During the period of about two years everything went on all right, and I had little to complain of with the possible exception that once in a while the method of packing left something to be desired—this was especially the case with some shipments of stoves—but suddenly, without any previous notice, one of my orders, amounting in value to about 2,400 marks, was rejected. I immediately asked for an explanation, but did not receive a reply. The goods in question were badly wanted, and I went to the expense of sending a cable to the manufacturer in question. To this cable I received, after a delay of *sixteen days*, a postal card informing me that on account of accumulated domestic orders, no foreign orders could be filled for two or three months. I wrote again, in polite, but strong terms, that I had worked for years to create a demand for their goods, at my own expense, and that I expected that *at least* part of my order should be shipped at once. No reply. Another cable. Result: Letter with a two-cent stamp (I had to pay 20 pfenninge to get that letter) simply stating that they had already informed me that they 'didn't care for foreign orders just now.'"

This case is a typical one. At various places I have been told almost the same story, and herein lies a great drawback to the German jobber pushing American goods more vigorously. There is a general opinion prevailing among German firms that your manufacturers want only their business when dull times are decreasing the demand in the States, and fear is expressed that "American manufacturers can not always be relied upon." There is certainly much truth in that statement!

Another jobber, a man who employs over a dozen traveling salesmen, one day received an English letter from an American manufacturer, and as it happened that he could not read English, but thinking that the letter might contain something of high importance, sent it to a translater, paid about six marks for the translation, and thus was informed that the sender would like to do business with him in a certain kitchen article. The latter seemed to be of interest to the jobber, and as the article was listed at only $1.50, he wrote the manufacturer an English letter, paying again for the translation, asking him for one free sample, so as to be afforded an opportunity to see the thing, and promised a good-sized order if it turned out to be all right. Instead of the sample, he got a brusque reply, "that business was not done that way in America, that they did not manufacture their goods with a view of distributing them as free samples, and if he—the German merchant—did not care to send an order, they would not care to do business with him!

Comment is unnecessary!

Fortunately, there are many American manufacturers who know better how to do business abroad, but I thought I should mention the above instances, as they show that there are others who, instead of securing perhaps a good customer, spoil their own reputation.

Before leaving this subject I would like to call the attention of your readers again and again to the fact that the postage on foreign letters is five cents for every half ounce. It is almost incredible how many letters I receive myself in every American mail bearing only a 2-cent stamp! A large number of German merchants have made it a rule to refuse every letter with insufficient postage. Another serious drawback is the fact that most of the catalogues sent over by your friends are printed in English. If a manufacturer intends to do any large amount of business in this country, he must have German catalogues. Great care should be taken in the translation of these catalogues. I have seen many in which the German was so poor that it could hardly be understood. This is particularly the case with technical terms. Then, again, prices should always be quoted f.o.b. New York, or still better, c.i.f. Hamburg or Bremen. If a manufacturer out West quotes his prices for goods taken at his factory it will be utterly impossible for the German importer to figure on those quotations, as he does not know, and has no facilities to ascertain, the freight rate from factory to port. Prices should always be quoted for a certain quantity of articles packed and delivered free on board steamer New York, Philadelphia, or Boston. The Atlantic rates are generally known by the importer, and adding the duty to those, he can easily find out what the goods will cost him on the spot. It should not be forgotten how essential it is to mention the approximate weight of a certain quantity of goods packed for trans-Atlantic shipment.

If your manufacturers will comply with these important conditions so necessary for entering foreign markets, they will soon be repaid for their efforts by satisfactory results.

As to the goods chiefly in demand, I take pleasure in adding herewith a list of articles submitted to me by a number of prominent wholesale Hardware dealers, viz.:—

All kinds of small tools; domestic machinery and kitchen tools; household novelties; stoves and ranges; radiators, agricultural implements and garden tools; light carriages and wagons, bicycles, typewriters, cash registers, modern incubators; electrical novelties; office furniture, especially desks and chairs; filing cabinets; shooting guns and rifles; whetstones; refrigerators; Builders' Hardware; saddlery Hardware; brass goods; sanitary ware; edge tools; contractors'

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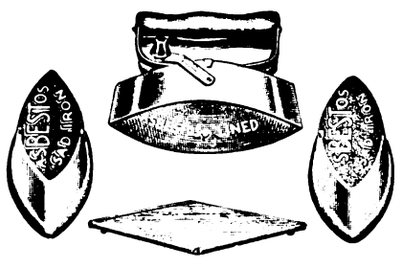
tools; steam specialties; rubber goods; optical goods; photographic articles; leather goods; wire goods, etc., etc.

The German market is broad and should be strenuously cultivated. Business should not only be done with some of the import merchants at Hamburg, but connections should be established with prominent Hardware dealers in large cities like Berlin, Hannover, Cologne, Dusseldorf, Brelau, Dresden, Leipzic, Munich, Magdeburg, Darmstadt, Stuttgart, Metz, Frankfort, M., Dortmund, Stettin, Bremen, Kiel, Wiesbaden, Tlberfeld, Barmen, Nuremberg, etc. In all these cities there are many prominent and reliable Hardware firms, which certainly would like to establish direct connections with your manufacturers.

DORTMUND, GERMANY, December, 1903.

ASBESTOS SAD IRON SPECIALTIES.

The Dover Mfg. Co., of Canal Dover, Ohio, during the past 90 days have greatly increased their already extensive facilities for the manufacture of the Asbestos line of Sad Irons with which their name is so successfully identified. They have expended several thousand dollars in revising and improving their patterns, dies, etc., so that now they feel they are admirably equipped for the year 1904, which they intend shall be the most successful year in the history of their busi-



ASBESTOS SHIRT WAIST SET.

ness. Their recent additions to their line of the Tourist, Sleeve and Shirt Waist Sets, of which we give an illustration, have made their line so complete it leaves nothing to be desired; placing as they do the "Asbestos" Sad Irons in a class by themselves, and which they back up with confidence by intelligent advertising in all the leading journals that reach the consumers of such goods, and which has created and sustained the sanguine demand for Asbestos Sad Irons so gratifying to the manufacturer.

Their Pressing, Polishing and Shirt Waist Sets, also their regular Laundry Irons, are now packed in neat lock-cornered sliding cover wood boxes, one set to the box, and the boxes crated. The Sleeve, Tourist and Baby Irons are put up in neat cartons, one to the carton. The trade cannot but appreciate and endorse the efforts of the manufacturer to make this line a handy one to distribute as well as a profitable one.

AMERICAN WOOD IN GERMANY.

Kolnische Zeitung, a German commercial journal, says that imports of wood into Germany from the United States have more than trebled since 1880, amounting in 1902 to more than $5,850,000. It consisted mostly of pitch pine. This wood is more resistant to the weather and costs much less than oak, which averages $3.47 per 35.3 cubic feet, while pitch pine costs only $1.66 for the same amount. Owing to its utility and cheapness the pine is handled in the most remote parts of Germany. It is used for making doors, windows, floors, etc., while oak is used in the manufacture of the finer grades of furniture.

DID A BIG BUSINESS.

The Blacklock Foundry, South Pittsburgh, Tenn., closed the year, 1903, with the knowledge of having done the best year's business in their history. This doesn't surprise those of their patrons who are familiar with the fact that they have the largest and best equipped foundry in "the Sunny South" for the manufacture of that class of goods so admirably exploited in their graphic advertisements in each issue of HARDWARE.

HARDWARE PATENTS.

The followin list of Patents, Trade Marks and Designs of interest to the Hardware trade re furnished by Davis & Davis, solicitor of American and Foreign Patents, Washin_ton, D. C., and St. Pau Building, New York City.

PATENTS EXPIRED DEC. 21, 1903.

354,445. RESERVOIR BLACKING BRUSH, J. T. Gaige, Penn Yan, N. Y.
354,550. SASH HOLDER, J. P. Hendrick, Flemingsburg, Ky.
354,551. DOOR CHECK, H. A. House and H. A. House, Jr., Bridgeport, Conn.
354,561. NOZZLE FOR CANS, R. Marsh, New Brunswick, N. J.
354,571. COMBINED FILING AND POURING NOZZLE, E. Norton, Chicago, Ill.
354,600. DUST PAN, M. N. Hemenway, Mexico, N. Y.
354,612. EXTENSION LADDER, J. Potter, Boston, Mass.
354,620. SASH CORD FASTENER, O. Beebe, Hornellsville, N. Y.

PATENTS ISSUED DEC. 22, 1903.

747,403. WINDOW LOCK, E. Foster, Chicago, Ill.
747,567. LEMON SQUEEZER, W. H. Ostrander, San Francisco, Cal.
747,568. SAFETY MATCH HOLDER, E. A. Parker, Meriden, Conn.
747,570. STOP FOR DETACHABLE SPRING HINGES, G. P. Bickop, New Britain, Conn.
747,680. SPRING HINGE, E. Bomme, New York, N. Y.
747,746. BRACE, A. S. E. Metcalf, Moville, Iowa.
747,757. DOOR CHECK AND CLOSER, F. H. Ogden, Reading, Pa.

PATENTS EXPIRED DEC. 28, 1903.

354,908. CARPET SWEEPER, W. T. Johnston, Grand Rapids, Mich.
354,914. SASH FASTENER, A. Y. Leake, Marietta, Ga.
354,970. LANTERN GLOBE SUPPORT, F. Dietz, New York, N. Y.
355, 020. CASTER, S. T. Lamb, New Albany, Ind.
355,150. TOOL HANDLE, J. Donoghue, Cleveland, Ohio.
355,170. EGG BEATER, F. A. Houck, Holden, Mo.
355,276. BIT STOCK, A. W. Mogran, Washington, D. C.

PATENTS ISSUED DEC. 29, 1903.

747,940. COMBINED RATCHET & DRILL BRACE, F. J. Cleaver, Oak Station, Pa.
747,976. TROLLING SPOON OR SPINNER, P. Junod, Celina, O.
748,048. FOLDING VISE, M. D. Colt, Minneapolis, Minn.
748,199. MATCHING PLANE, A. Mason, Salem, Mass.
748,391. CUTLERY POLISHING MACHINE, W. C. Mallinson and J. B. Mallison, Newark, N. J.

CULTIVATION OF THE CORK TREE.

The cork tree is an oak, which grows best in poorest soil. There are two barks on the tree, the outer one being stripped for use. The method of cultivating is interesting. When the sapling is about 10 years old it is stripped of its outer bark for about two feet from the ground; the tree will then be about five inches in diameter. The inner bark is blood-red, and if split or injured the tree dies. It takes the outer bark eight or ten years to grow in, and then the tree is stripped, four feet from the roots. Each 10 years it is stripped, and each time two feet higher up, until the tree is forty or fifty years old, when it is in its prime, and may then be stripped every ten years from the ground to the branches, and will last 200 years. The study of the trees of the Philippines reveals a wonder world which we shall want to know more about.—Mrs. S. W. Powell, in *Lumber Trade Journal*.

POSSIBILITIES FOR 1904.

The Arcade Mfg. Co., Freeport, Ill., have on another page, the entire space occupied in bringing before the Hardware buyer a few of what they are pleased to designate as "the business bringers for 1904." Scarcely an item enumerated but what would endorse the judgment of the one who selected the few specialties from the large number controlled by the company. We hope our readers will not fail in this study of possibilities for 1904.

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OUR FOREIGN MARKETS.

By HENRY L. GEISSEL.

During a recent commercial tour abroad, I stayed a few days in Tangiers, Morocco. After having seen all the sights of this old Moorish town, and on the point of taking one of the dirty little boats for Gibraltar, I discovered a so-called Moorish Hardware store. It was a splendid opportunity to become acquainted with a native Hardware dealer, and, to my good fortune, the man in the turban spoke Spanish! After the usual introduction (the Moorish gentleman of course took me for a buyer, and was so extremely polite that I at first bought a few curiosities), I asked him whether he had any American-made goods in his bazaar? which question he answered in the negative; thereupon he showed me around, and I found cutlery from England and Germany; three second-hand German sewing machines; cheap French-made oil lamps; locks and keys of German and English make; saws from England, and finally a few American files; I took one and saw the name of a well-known American firm on it; the Arab saw that I laughed; and I told him that I had discovered "something American." But my friend told me that he knew better, that that was a German file, and a good one too, but so high in price that he could sell only a very limited quantity of them. By and by I learned that he had bought these files from a German merchant in Seville, Spain; and he really had paid "more" than a good price for them.

A few weeks later I was in Seville and called on the German merchant; we talked about files, he thought that American files were "almost" the best, and said he was importing them from a German agent in Paris; he gave me that gentleman's name and address, and when I was in the French capital several weeks later, I made it a point to interview that gentleman also. To make a long story short, he represented a Hamburg import house for France and Spain! In other words, the American files came to Morocco by way of Hamburg, Paris and Seville. The Paris agent, of course, did not keep any stock; he placed orders on a commission basis, and shipments to his customers in France and Spain were made from Hamburg. No wonder that the poor Arab in Tangiers could sell but "a few of them" in a year.

Unfortunately, this is a typical case of how American goods are introduced into foreign markets. Instead of cultivating a good field, the average American manufacturer seems to be satisfied to receive from time to time a small order from a foreign commission merchant; and there are so many countries where our modern Hardware articles, our domestic machines, our tools and kindred goods would find a steady and ready sale, if they were only properly brought to the attention of the prospective buyers.

On the other hand, it is gratifying to state that our foreign trade in Hardware and kindred goods has tremendously increased of late, but not in the proportion that should have been the case. Taking a country like Italy, for instance, we find that out of a total importation of iron and steel goods amounting, during the last twelve months, in value, to over $12,000,000, less than five per cent. were manufactured in the United States. A fact like that clearly indicates much is yet to be accomplished if we want to get on the same footing as England and Germany.

That our goods are appreciated abroad is safely shown by some figures, which speak for themselves. During the first eleven months of last year we exported $21,452,476 worth of Agricultural Implements; the three largest customers having been the Argentine Republic, British North America and Russia; each of which countries bought over $3,000,000 worth of Agricultural Implements from us.

During the same eleven months our exports of instruments and apparatus for scientific purposes were valued at $7,419,333 (nearly half of it to Great Britain). Those of Builders' Hardware at $11,031,041. In the latter line, the United Kingdom, Canada and Australasia were the largest buyers.

Our exports of machine tools amounted to $2,897,260; pumps and pumping machinery to $2,493,955; sewing machines to $4,797,813; typewriting machines to $4,095,318; lamps and chandeliers to $1,261,117; scales and balances to $690,366; stoves and ranges to $912,148; pipes and fittings to $5,346,349; musical instruments to $3,005,558; paints and colors to $2,361,941; varnish to $613,615; and furniture to $4,276,270.

The above figures show that in many lines our export trade is well under way and fairly established; we should do all in our power not only to keep our foreign business at its present level, but to increase it from month to month. There is little doubt that dull times will sooner or later seriously affect our domestic market, and when that period arrives the manufacturer who has his foreign connections well established, and an outlet for his production assured, will then be in the happy position where he can confidently hope to keep the wheels in his shops moving with industrial activity.

NORTHROP, COBURN & DODGE CO.

The announcement is made under date of January 1, 1904, that the two well known firms of Henry S. Northrop and Coburn and Dodge have consolidated their business interests and have incorporated under the firm name of Northrop, Coburn and Dodge Co., to be located at 40 Cherry Street, New York City. Henry S. Northrop has long been known as the pioneer of the metal ceiling business, and Messrs. Coburn and Dodge, previous to their going in business for themselves, had long been associated with him as business managers and designers. The high standing in the trade of both of the consolidating firms, together with the well equipped plant, will assure their patrons that any business intrusted to their care will have prompt and intelligent attention, and that they will obtain the most experienced architectural and decorative results possible.

♣

To commemorate his retirement after forty years of active management and the presidency of the Reading Hardware Co., Reading, Pa., Matthan Harbster tendered a banquet on the 17th ult. to the salesmen and managers of the various departments. He has appointed his son, John E. Harbster, the president of the company.

JOHN S. LENG'S SON & CO.

John H. Leng's Son & Co., dealers in Bicycle Parts and Sundries, who for 43 years have occupied the building at 4 Fletcher Street, New York, have purchased the Bicycle branch of the business done by C. B. Barker & Co., at 93 Reade Street, which will be consolidated with their own and carried on by John S. Leng's Son & Co. hereafter at the latter address, C. B. Barker & Co. continuing their business as heretofore in Sewing Machine Needles, Oils and Supplies, without change, in the upper portion of the same building.

♣

THE PHILADELPHIA LAWN MOWER CO., 3101 to 3109 Chestnut Street, Philadelphia, Pa., have issued their 1904 annual illustrated catalogue and price list of their Philadelphia Lawn Mowers. This is their 35th annual catalogue, and it cancels all previous prices. While list prices remain the same, discounts are changed on some lines, and full discount sheet will be furnished to the trade upon application. Many styles of hand and horse mowers are contained in this catalogue, some of which are adapted to any use, and "cannot fail to supply the demand of the most fastidious." Very fine colored illustrations of their mowers are presented together with description and prices. Included in the contents are hand and horse mowers, grass collectors, horse sweepers, lawn sprinklers, etc.

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NEW U. M. C. PRODUCTS.



The 32 Automatic Colt Pistol is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the automatic Colt pistol (pocket model). Those with the soft point bullets will be found desirable for sporting purposes.



These cartridges are also made with metal cased bullets and are accurate for target purposes at ranges suitable to pocket pistols.

RIM FIRE CARTRIDGES.

New 22 short ungreased, 22 long ungreased and 22 Winchester ungreased are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys are calling for these cartridges as they can be carried loose in the pocket without the old inconvenience of the greased cartridges. They will not lead the gun.

U. M. C. ammunition shoots well in any make gun.

The Union Metallic Cartridge Co.,

BRIDGEPORT CONN.

Agency,
313-15 Broadway,
New York City.

Depot.
86-88 First St.,
San Francisco, Cal.

NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION.

The next annual convention of the National Retail Hardware Dealers' Association will be held in Indianapolis, Ind., March 15, 16 and 17.

DATES OF RETAIL DEALERS CONVENTIONS.

During January and February the following State conventions of retail Hardware dealers have been arranged for, to be held at the place designated on the dates specified:

January 4th—St. John, (N. B.), Iron & Hardware Association.

January 6th—Philadelphia, (Pa.), Retail Hardware Dealers' Association.

January 12th—Milwaukee, (Wis.), Retail Hardware Dealers' Association.

January 13th—St. Louis, (Mo.), Retail Stove & Hardware Merchants' Association.

Jan. 14-15—East Tennessee Retail Hardware Dealers' Association, Knoxville.

January 19th—Philadelphia, (Pa.), Hardware Merchants & Manufacturers' Association.

January 20th—Pacific Retail Hardware Association, Sacramento, Cal.

January 23d—St. Paul, (Minn.), Retail Hardware Dealers and Sheet Metal Workers' Association.

Jan. 27-28-29—North Dakota Retail Hardware Dealers' Association, Grand Forks.

February—Southern California Hardware and Implement Dealers' Association.

February—East St. Louis, (Ill.), Retail Hardware Dealers' Association.

February—East St. Louis, (Ill.), Illinois Retail Hardware Dealers' Association.

February—Louisville, (Ky.), Kentucky Retail Hardware Dealers' Association.

February—Louisville, (Ky.), Retail Hardware & Stove Dealers' Association.

February—St. Louis, (Mo.), Missouri Retail Stove & Hardware Dealers' Association.

February—Minneapolis, (Minn.), Retail Hardware Association.

Feb. 3-4—Wisconsin Retail Hardware Dealers' Association, Wilwaukee. Headquarters, Republican House.

February 4th—Detroit, (Mich.), Retail Hardware Dealers' Association.

February 5th—Ottawa, (Canada), Retail Hardware Dealers' Association.

Feb. 9-10—Nebraska Retail Hardware Dealers' Association, Omaha.

February 10th—San Joaquin Valley, (Cal.), Retail Hardware Association.

February 10th—Boston, Mass.), New England Hardware Dealers' Association.

Feb. 10-11-12—Iowa Retail Hardware Dealers' Association, Des Moines. Headquarters, Kuund Hotel.

February 11th—Albany, (N. Y.), Eastern New York and Vermont Hardware & Iron Association.

February 12th—Western New England Iron, Steel & Hardware Association.

Feb. 16-17—Pennsylvania Retail Hardware Dealers' Association, Williamsport. Headquarters, Park Hotel.

Feb. 16-18—Indiana Retail Hardware Dealers' Association, Indianapolis. Headquarters, Dennison Hotel.

Feb. 23-24—Illinois Retail Hardware Dealers' Association, East St. Louis.

Feb. 23-24-25—Ohio Hardware Association, Cleveland. Headquarters, Hollenden Hotel.

Feb. 24-25-26—Minnesota Retail Hardware Dealers' Association, St. Paul. Headquarters, Windsor Hotel.

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REVIEW OF THE MARKETS.

WIRE NAILS. The mills have already booked contracts enough for the coming season to present an extremely encouraging outlook as to the amount of business that will be done. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.85
Retailers, carload lots	1.90
Retailers, less than carload lots	2.00

New York. There is but little doing in a local way, as the demand is quite light. Zero weather, especially, is unfavorable for the demand. Quotations are as follows:

Single carloads	$2.00
Small lots from store	2.10

CUT NAILS. At the meeting of the Cut Nail Association, held in Pittsburgh on the 7th inst., it was decided to make prices for January as follows on both Steel and Iron Cut Nails:

In carload lots	$1.70 base
Less than carload lots	1.75

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination, terms 60 days, less 2 per cent. off for 10 days.

New York. Only a limited demand exists in the local market on account of unfavorable weather. Quotations are as follows:

Carloads on dock	$1.84
Less than carloads on dock	1.89
Small lots from store	2.00

BARB WIRE. The demand for present wants is a light one, although an excellent business is anticipated for the approaching season. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.15	$2.45
Retailers, carload lots	2.20	2.50
Retailers, less than carload lots	2.30	2.60

SMOOTH FENCE WIRE. While the regular business shows no heavy demand, prices on unfilled contracts are being guaranteed, as quotations are reported as somewhat irregular. The following quotations may be said to represent the market, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.80
Retailers, carloads	1.85
Less than carloads	1.95

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BUILDERS' HARDWARE. Outstanding prices on Builders' Hardware given previously by the leading manufacturers in that line, were withdrawn January 1st, 1904, with the view of issuing in the immediate future revised list prices founded on minimum net prices, which it is hoped will make the quotations from either manufacturer more in harmony than they have ever been hitherto. There is a great amount of labor in revising these several lists and discounts, on so complex a line of goods, although the net prices on which they will all be founded have already been agreed upon. All orders after January 1st received by either manufacturer will be priced in accordance with the new scale of prices, and where lists and discounts are not already prepared and printed, quotations will be given on application.

THE STANLEY RULE & LEVEL COMPANY. The Stanley Rule & Level Company, New Britain, Conn., and 107 Chambers Street, New York, have issued a discount sheet dated January 1, 1904, applicable to their catalogue No. 28. The changes are immaterial, the base discounts on Jack Planes and Fore Plane Handles being now 30 per cent. instead of 40 per cent., Saw Handles 35 per cent. instead of 40 per cent. and Assorted Patent Peg Awls 20 per cent. instead of 50 per cent. discount.

CORDAGE. But little is being done in the way of business in the Rope market, which is as dull as usual at this time of the year. Quotations that represent the market are as previously quoted:

Pure Manila, 7-16 inch and larger	11½@12
⅜ inch	12@12½
¼ inch and 5-16	12½@13
Pure Sisal, 7-16 inch and larger	9¼@ 9½
No. 2 Sisal, 7-16 inch and larger	8¼@ 8½
⅜ inch	8¾@ 9
¼ inch and 5-16 inch	9¼@ 9½
Lath Yarn, Medium and Coarse	8½@ 8¾
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. The following quotations on "City" Raw Oil are the latest announced by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...38 cents per gallon.
In lots of 5 barrels or more....37 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The year 1903 will go into Hardware history with rather a curious reputation. The two or three months immediately preceding in 1902 had shown such a declining market that many fears were entertained that a serious slump would mark the first half of 1903. This, however, turned out exactly to the contrary, and the early part of the year showed an advancing market with sales increased over the same period of 1902. This advancing market was well maintained until early Summer, when re-action began in some lines near the raw material, and which we are still feeling, although the prevailing opinion now seems to be that the worst of the slump is apparently over, and that a firmer market and good trade will be expected in 1904. We greatly doubt whether jobbers have large stocks. As for our own, we know that we shall be obliged to order quite liberally during the coming Spring—not for any speculative purposes, but simply to secure goods to fill our orders, and we feel quite confident that other jobbers throughout the country are in a similar condition, while mail orders from our customers apparently indicate that retail stocks are badly broken also. In fact, the whole country seems to have pursued a hand-to-mouth policy, and liberal purchases in the early part of the year seem inevitable, so that the year 1904 opens with considerable promise.

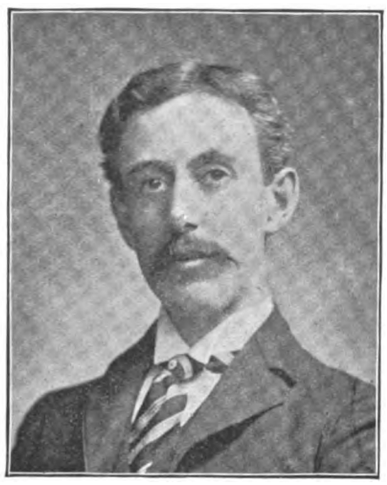
During 1903 the Hardware business had the usual number of propositions, more or less new, calling for an expression of opinion from Hardwaremen. One of these which received considerable attention at the National Jobbers' Convention at Atlantic City was the proposed Parcels Post Law, in regard to which there was not an assenting voice, both jobbers and manufacturers believing that the adoption of such a law would work serious injury to a large number of small retailers through the country, while imposing upon the U. S. Government an enormous amount of work, which it would not be justified in undertaking, especially as the object of the bill seemed to be mainly to benefit catalogue houses. The bill was heartily disapproved, and we believe the Hardware trade to be a unit in their belief on this subject.

Another question has been that of mutual fire insurance, and this has to a certain extent been forced upon the Hardware trade by reason of the heavy advances made by insurance interests in the last few years. These advances have been enormous, and in some instances hardly appear justifi-

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able. It has been realized that a very large portion of this advance has simply been consumed in the cost of administering the insurance business, and feeling this to be unfair to insuring interests, both jobbers and retailers have gone largely into mutual or co-operative insurance associations, but while this movement has had a very liberal endorsement it is one which must be handled with a great deal of care. The first requisite of insurance is responsibility, and it behooves every insurer to see that he obtains perfect responsibility, and complete insurance, and that he does not involve himself in any risks as a co-insurer. No doubt, these matters have been kept in mind, but a word of caution in this particular will perhaps not go amiss.

On the whole, prospects for the new year seem quite encouraging, and with the arrival of the labor question at a



JAMES H. RITTER.

promising and satisfactory basis, we see no reason why a reasonable amount of prosperity should not continue to be the portion of our fortunate Government. We some times think that living as we do in a free country our blessings are accepted so much as a matter of course that we do not sufficiently recognize the benefits of peace, protection, prosperity, and security enjoyed in a land which is covered by the flag of our country.

BIDDLE HARDWARE CO.,
J. H. RITTER.

THE PITTSBURGH TRADE.

Your request for our semi-monthly letter reached us on the day of our annual dinner, which is given on the last day of the year, when inventory is completed, all travelers at home, and at a season of good cheer. We may perhaps therefore be excused for reference to ourselves more than is usual in these letters. This is the 72d annual dinner that we have so held, our house dating from 1831. The first years there were but few employees and it was customary to meet at the house of one of the partners, but that was impossible as numbers increased, and for many years past we clear a section of the sales and office floor where the dinner is served. We find it an excellent time for the meeting of employer and employees on a social basis, where unthought-of qualities are brought out. With the fun and merriment it is possible to bring in some talk of a more serious nature which is remembered, and the good feeling engendered is one of our best business assets. The year 1903 was a good year in the Hardware jobbing trade, the first 8 or 9 months especially so, the last 3 months Pittsburgh felt the slump in the iron business severely, and merchants had to expect to take a share of it. We are glad to say, however, that so far as we are concerned the year resulted in sales about the same as 1902, which in view of the circumstances was not bad. The year had the usual amount of hard work, competition and difficulties to be overcome, among which we notice perhaps an increased disposition upon the part of the retail trade to return goods purchased without consultation with the jobber. Errors occur through faults on both sides, sometimes the retailer knows what he wants but fails to make himself clearly understood in ordering, and as the jobber is not a mind reader the goods are not sent as

New..

Models

AND

New..

Prices

for 1904

◆◆◆◆◆◆◆◆

See Our Line

BEFORE PLACING

YOUR ORDERS FOR

SHOTGUNS
RIFLES
or
REVOLVERS

◆◆◆◆◆◆◆◆

The Hopkins & Allen Arms Company

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

wanted. Sometimes it is the clear fault of the wholesale house, but whatever the reason the first step should be a letter advising of the error, giving the shipper a chance to dispose of the goods as he may find best without paying return charges. Competition in leading goods is sharp, sometimes resulting in a whole season's output of certain items being sold without profit. This is a senseless practice. It had



GEORGE B. LOGAN.

some excuse when retailers were ignorant of values, and the wholesaler who baited his hook with cost price on a seasonable item made up the loss by adding it on less well known goods, but now that all retailers are fully posted in prices they cannot be fooled in this way. They take the baits and then shut up their order book and wait until the man comes along with whom they prefer to deal for the rest of their order. Some manufacturers think their goods so well introduced that the jobber is compelled to handle them, so they provide no proper differential for him. This may be the case for a time, but the jobber cannot live without a margin of profit to cover the service he renders, and he soon finds a way to push to the front some other make of goods to take the place of the unprofitable item. There are, however, an increasing number of manufacturers who recognize the fact that their interests are best served by using the jobbers as their distributors to the retail trade, and who fix the price at which their goods shall be sold. These have the preference with the jobbers, whose thousands of traveling salesmen cover the entire country and whose influence for, or against, certain makes is very strong.

The outlook for 1904 is cheerful. In iron and steel an improvement is felt already and many works that have been shut down for months are starting up with a full force of men, having good orders in hand. The crops of the West and South have been so abundant and are bringing such good prices that the country is able to use great quantities of Pittsburgh products. The railroads use 40 per cent. of the output of iron and steel, and as their business is larger than ever they must buy for replacements during this year. When the manufacturing interests of Pittsburgh are busy our merchants share in it, so that we have reason to expect good business for the merchants during 1904.

LOGAN-GREGG HARDWARE CO.

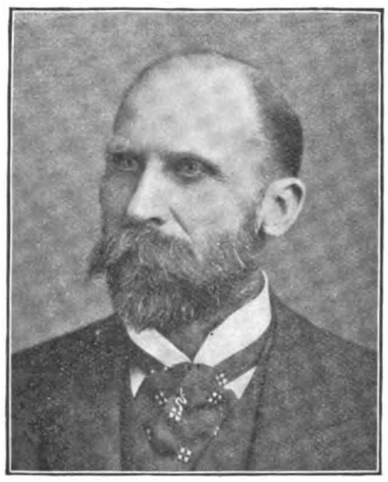
THE COLUMBUS TRADE.

Another year has gone and what a sad ending. It almost makes one feel like believing our "Get Ready Man" who walks the streets of our city and boards street cars daily, calling out, "Get ready, dear friends, the day of judgment is not far distant. Don't you see the signs of the times in the numerous accidents and wars? Oh, get ready before it is too late." There is no doubt but this "Get Ready Man" has a button off, but his warnings seem opportune lately. We are glad to say that the ending from a business standpoint was all that could be expected. There has not been such golden opportunities for making money on advances as we had from 1899 to 1903; but these chances come but once in a lifetime as a rule, still we have reasons to be thankful that prices have remained as firm as they have. The advances will not offset the declines, but no one has been hurt much, and with the beginning of the year there is a much healthier tone of the market with good indications of some slight advances. Some goods seem to be too low. We might mention bolts, strap and T hinges and japanned steel butts as being safe purchases at present prices. There seems to be no good reason why cotton goods should be so high, and we might pretty safely say as of old—Cotton is King. It would be nearer the truth if we would say the Manipulators of Cotton are Kings. We doubt if they are enthroned on a very substantial throne. If they get a little more rope, they will hang themselves and we doubt if anyone would cut them down. No doubt you have heard the experience of the old darkey who was raising cotton on shares. The land owner thought they could figure on three bales to the acre and he was to have two-thirds and the darkey one-third. When the cotton was picked, there were but two bales, so the land owner took the estimated quantity (two bales) and when the darkey protested, he was told there were only two-thirds raised and according to the contract he would get nothing. It is to be hoped that under present conditions, land owners can pick full three-thirds so the darkey will not get the short end of the bargain.

The past year has been the largest in volume of business in our history, and while we have not completed our inventory yet, we know from our daily records that the balance will be on the right side of the ledger. We also know that it will be less than it was for some of the previous years; but we expected that, so are not disappointed. We can't expect to have all "boom" years. We think 1904 is going to be another good year for business, but do not expect as free buying as we have enjoyed during the past five years. We expect orders to be smaller but more frequent. In other words,

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business will be more on the hand-to-mouth order. We believe this has been a growing tendency in all lines for several years. With the numerous jobbers in the country, merchants know they can get goods in a day or two and by keeping close tab on their stocks, need not lose any business; and that policy will be pursued more closely this year than usual as the tendency of the market is lower rather than higher. We may say, however, that we do not anticipate any



J. H. SMITH.

radical changes in prices and the pessimistic merchant who is afraid to buy a dozen tacks for fear they will decline a cent, is going to be disappointed as to results. The country is in too good shape financially to expect any panic during 1904. We think, however, that all wise merchants will keep their sails trimmed and be ready for a squall should there be one. Especially is this true as to credits and collections. Too many retail merchants are afraid of offending a customer by asking him to settle. If they knew the facts, in many instances they would find the man who is owing them (and paying no interest) is loaning money at 7 to 8 per cent. We have in past years been up against just such propositions. Farmers are being educated to the fact that yearly settlements are a thing of the past. At least they should be so educated, for the reason that merchants appreciate the fact, that when they fail to avail themselves of the cash discount, they are losing a sure profit and one that would more than likely pay their rent, insurance and taxes. They can't pay cash unless they get cash, consequently they are each year getting their customers nearer the cash system. There is no credit when they send to some catalogue house for goods, but the cash must accompany the order or be paid before goods leave the hands of the carrier. If home merchants would do some figuring on a strictly cash basis, they would see why catalogue houses are able to sell goods lower than they care to. If the Parcels Post Bill becomes a law, the retail dealer will be obliged to change his business methods or retire. He can't sell goods on credit to Tom, Dick and Harry and let them pay at their will, lose the cash discount and be known as slow; and stay in the race. On the other hand, he must be able to get the last penny in the way of cash discount in order to compete successfully with those who do business on a cash basis. We cannot believe that "Uncle Sam" wants to become a dray, and that is what it would come to if the Parcels Post Bill passes. The rural free delivery one-horse wagons would have to be displaced by two or four-horse wagons to distribute the goods. Catalogue houses, patent medicine venders and some other classes would be benefitted but it would be no benefit to the farmer and an expense to the Government.

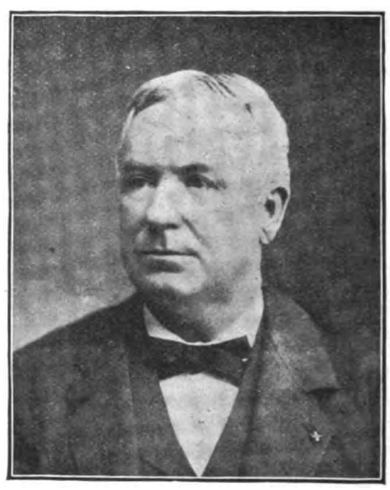
The weather so far this winter has been of the old sort, but strange to say, it has not been a good year for some seasonable goods and has been a record breaker on others. The first orders for horse blankets and robes were large, but retailers have not as a rule had their usual trade on them. With good roads, plenty of snow and cold weather, it is natural to expect a good trade on blankets and robes. We can only offer one suggestion and that is—every one had money during the past two or three winters and bought enough to last them awhile. The wise ones are predicting an early Spring and we trust they will be correct. It makes a great difference in business if we get a month ahead in the Spring. Farmers can husk the corn that should have been husked in the Fall; they can also dig their mowing machines, cultivators, plows, reapers and other utensils out of the mud, sand paper the rust off and get them ready for use, providing they are not past redemption. It is strange that farmers will leave implements scattered all over the farm to rust and rot and be obliged to buy new ones—while if they were cared for they could not wear them out in a natural life-time; but they do it.

We hope all our friends have had a profitable year and wish them one and all a Happy and Prosperous New Year.

THE SMITH BROS. HARDWARE CO.,
J. H. SMITH.

THE DAVENPORT TRADE.

In three or four more hours the business of 1903 will close. It has been a year of health, happiness and reasonable prosperity; and taken all in all, fairly satisfactory. It has, however, been a year of unusual anxiety. The evident feeling of



COL. J. R. NUTTING.

unrest among the different peoples and countries has caused much talk of wars and rumors of wars. The cold Summer and Fall kept the people of the Western corn-belt anxious for

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

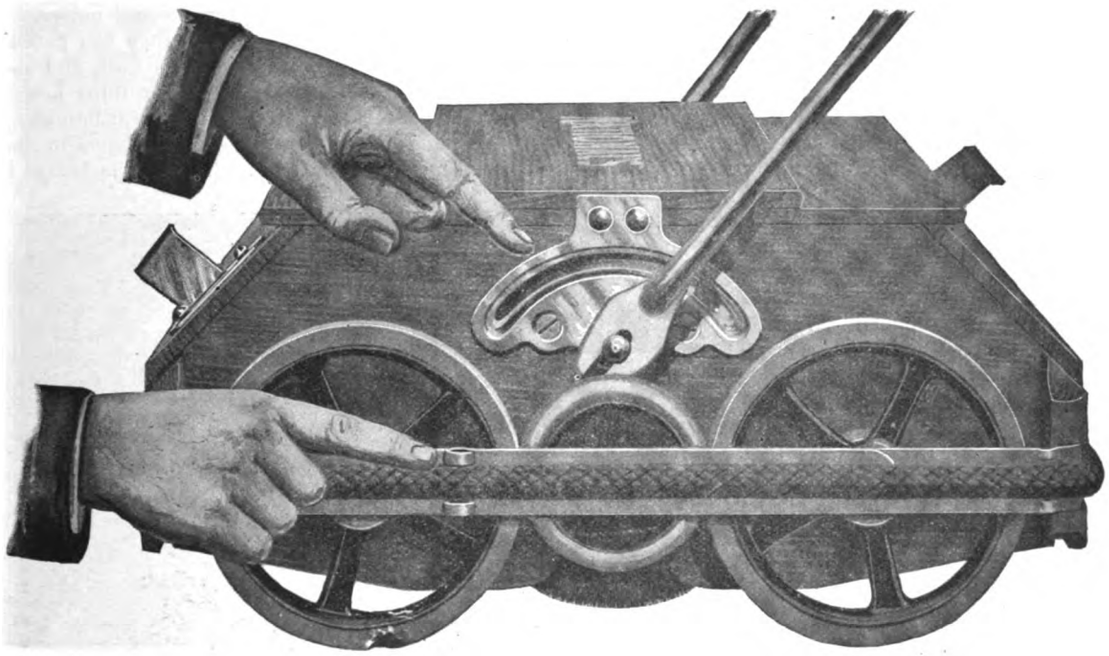
DRAWING KNIVES,
Shoe, Butcher and Kitchen Cutlery,
Carpenters' Drawing Knives,
Cigar Knives, Screw Drivers, &c.



C. J. Kimball Co.
BENNINGTON, N. H.,
U. S. A.

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REMEMBER THE GUARANTEE



National Roller Bearing Sweepers

for 1904 will be supplied with new and unique patented features, that place them still further in advance of any other makes for practicability, efficiency and general good quality for which they are so well known.

The National Patented Anti-Tipping Device

is the first and only Anti-Tip that fully meets with all the requirements. The only one that prevents the sweeper from tipping up, throwing the dirt from dust pans, when drawn back quickly or when catching in a fold or wrinkle in the floor coverings. Not a make-shift—not a make-believe—No springs to break or weaken in tension—nothing to get out of order. Made of a neat sheet steel stamping and finished in keeping with other trimmings.

National's Patented Brush Releasing End Band

as applied to our Monarch Roller Bearing and similar models, permitting of the easy removal of the brush for cleaning. A slight pull on the clasp, indicated by the hand, allows the brush to drop out—a child can do it—extremely simple and absolutely nothing to get out of order.

All good—all tested and proven—new—different—better than can be obtained elsewhere.

IT WILL PAY YOU—PAY US—if you will talk with us before buying sweepers.

Our line will be on display during January at Grand Rapids in Sheppard Building.
At Chicago, the year round, in the Manufactures Building, 1411 Michigan Avenue.

National Sweeper Company,

1901 PARK STREET, Marion, Indiana.

Canadian Branch,
45 COLBORNE ST.,
TORONTO.

Foreign Representative,
Maurice Somborn,
HOTEL METROPOLE,
London, England.

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a number of weeks, in fear of early killing frosts and the great slump in industrial and other listed stocks has given much uneasiness to conservative, thoughtful business men. Possibly, if it had not been for these conditions, there might have been a few more sales made and a few more dollars added to the profit accounts which will be footed to-night. The compensation for what "might have been," however, is in the fact that houses have been put in order by reducing stocks and liabilities to the minimum, and the business men are in much better condition to stand a financial storm, should one occur, than they were a year ago. It has been stated that the decline in listed stocks during the last few months aggregated a loss to the holders of several billions of dollars. If this be true, this loss must have been distributed generally throughout the country and must have fallen more or less heavily upon people in moderate circumstances in many towns and villages, as well as in the larger cities. Had this loss been confined to the speculative element in the great cities, it would be difficult to explain how it could materially effect the general commercial interests of the country at large, but, on the other hand, if the loss has fallen upon the people who have owned these stocks, thinking they were safe investments for their small savings, the result may be more disastrous. Yet we worried about wars that have not disturbed our peace, fretted of early frosts that did not come, and the declines may amount to no more than squeezing out enough water to place them on a sound basis, whereby they may be used for safe investments of the savings of the great mass of the people of this prosperous country.

If any transportation company should charge as much for carrying a package or parcel from New York to Philadelphia as from New York to San Francisco, it would hardly be considered fair, and the U. S. Government will probably not undertake an unfair proposition.

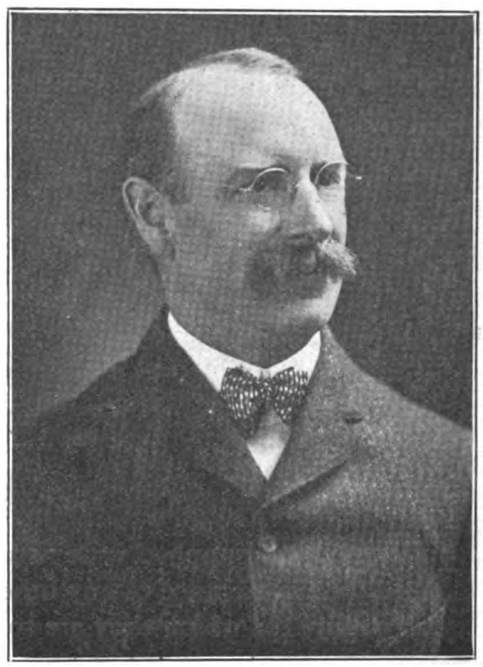
Through local, State and National organizations there has been a pleasant and profitable improvement in the cultivation of personal acquaintance and friendly feelings among competitors and as these feelings further develop there will be more pleasure in transacting business and more profit to all concerned. There is, at present, no evidence that indicates lower values or general depression. The large crops, fair prices, continued building and increasing demand for buildings, for factories, stores and residences, construction of interurban electric lines and railways; soundness of our local banks; thrift of our merchants and mechanics; a demand for labor greater than the supply; apparent contentment and peace among all classes of wage-earners; general good health and favorable climatic conditions; certainly suggest reason for hope that the present season of prosperity may continue indefinitely. SICKELS, PRESTON & NUTTING CO.

THE MINNEAPOLIS TRADE.

Generally speaking, the jobbing and retail business of Minneapolis as a whole has undoubtedly been somewhat less in 1903 than 1902, which was the banner year, and possibly may hold the mark for some time to come. We do not believe that there is any good reason why this should have been the case, excepting that there was a sort of general wave of conservatism that started in the East and spread out over the whole country, we feeling it here perhaps as little as any other section; in fact, we ought not to attempt to speak of any other section, for we certainly know very little about it, of course, excepting as we read in the newspapers.

The farmers started in this year in the most prosperous condition ever known. Many new banks established at the thriving villages springing up all over the prairies, attracting money in the way of deposits from the farmers and being in position to grant accommodation to those who needed it, whether farmers or merchants and not finding sufficient employment for the funds locally, but entering competition here with our own banks and so for the first time, at least to a greater extent than ever before, have the Northwest been able to handle their enormous crops with their own money and without being obliged to go to Halifax, Boston, Hartford, New York, Chicago and other money centers, as has been the case for so many years, and we have not been affected by disasters in Wall Street, but that undoubtedly made an impression in price of stocks there and has had more than anything else to do with the reduced volume of business here.

The farmers as a rule take the papers and read them, and they have been too full of this subject. There is no class of people on earth that are in such independent position as they are. They can practically stop buying, anything but tea, coffee and sugar, for six months or a year if to each individual family it may seem necessary and those items they can readily get in exchange for eggs, cream and butter. They can very easily wear their old clothes, they can patch up their old machinery to do another season's work and as a matter of fact their machinery would last a third longer if they would only take care of it. For a person brought up in the New England States, it seems such a shame to see valuable pieces of machinery left out wherever the horses happen to



W. K. MORISON.

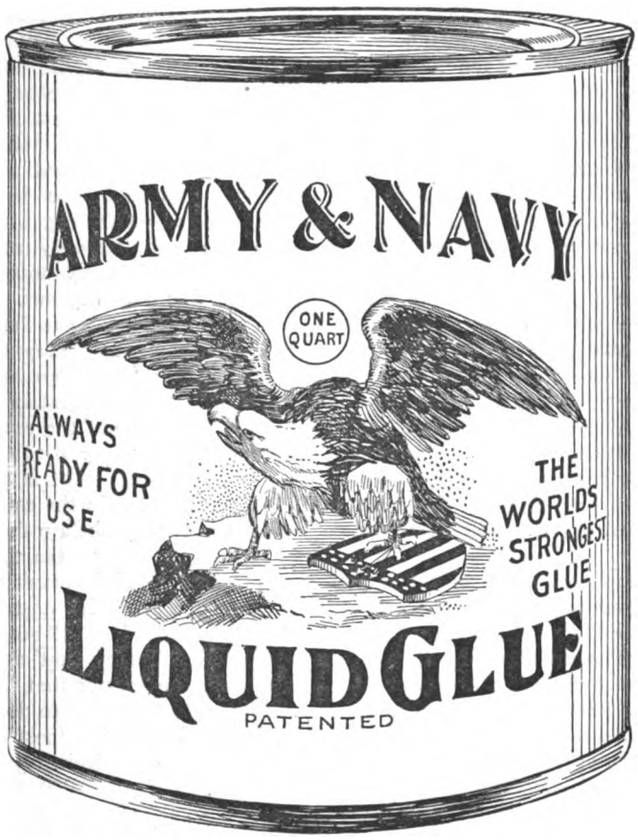
be unhitched the last time, exposed to the weather with no attempt to protect it in any way.

As to the crops. Wheat being the principal item, the secretary of the Minneapolis Chamber of Commerce, who should be considered an authority, as Minneapolis undoubtedly is the largest primary wheat market in the world, states that undoubtedly the government report of 173,000,000 bushels of wheat for Minnesota and the Dakotas, for this last year's crop is short by about fifteen million bushels of the actual crop, for there is every indication that the crop was fully as large as in 1902, which was 187,000,000 bushels. He further states that undoubtedly there is not more than 55 per cent. of the crop marketed, that seems that 45 per cent. is still held by the farmers, waiting for $1 wheat. He further states that $1 wheat is almost a dead certainty, regardless of the question of war in the East, that the world's conditions fully justify this assumption. The war in the East would simply make it an absolute certainty. The farmers seem to realize this and are simply letting go of a little wheat at a time, as it may be needed for such articles as they seem to absolutely need, or to settle up store bills when they cannot put off Mr. Storekeeper any longer.

This also explains the reason why the jobbing houses are complaining more or less of collections when it is freely admitted that there is more money in this section of the country than ever before. The farmers won't sell their wheat, therefore haven't money to pay the store bills or don't buy goods in sufficient quantities from the country dealers as was anticipated, therefore the country dealers are slow in paying the jobbers and are not replenishing their stock as usual, and millions of money lying idle in the hands of banks and elevator and wheat men, ready for business; but they are simply obliged to wait until the farmer gets good and ready to let go of his wheat and they don't seem to be in any hurry about it.

We understand it is quite a serious question with the millers to get sufficient wheat for grinding purposes, with cash wheat at premium. Less flour was made in Minneapolis

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?

Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

BALTIMORE, MD.

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mills in 1903 and 1902, and we understand that was the reason for it, because of scarcity of wheat of proper milling grade; still something over 15,000,000 barrels was made here. This state of affairs naturally has effected the retail stores to quite an extent and we hear of disappointment as to volume of business; especially was this true during the holiday season. We think to some extent more or less of this dissatisfaction with the results is occasioned by the fact that each succeeding year has shown an increase and now when a year comes along where conditions are not better than the previous year, or not quite as good they feel a little dissatisfied. As far as we are concerned personally, our business has shown an increase over 1902 which was the largest year we have ever known, but the increase this year is small. We question if we make quite as much money, expenses are gradually increasing, particularly in our labor account. The men with practically no exception, expect a little increase each year in their salaries and of course it costs a little more to live than it did and those who have growing families, as children grow older, require more expensive clothing and other incidentals. These matters we have to take into consideration, then there has been some shrinkage in values and a little settling down in certain lines. How much figure this will cut in our total results we cannot tell until we get through our inventory, which we are working on at this time, but we have no fear but that we can say that 1903 has used us well.

We think the general retail Hardware trade in the city also can say the same. The responsibility for this condition of affairs lies very largely with the Retail Hardware Association and the friendly relations brought about by this organization. For the past two years we have had a very energetic President, H. O. Roberts, who has devoted considerable of his time to the affairs of the Association and has been very successful in smoothing over many petty jealousies and also in investigating many sources of complaints, between some of the larger dealers and the jobbers. Much work has also been done in the line of getting the various department stores to stop the ruinous price cutting on many of the Hardware lines that they seem to take particular delight in using as a leader for "one day" only, consequently a person may look over the advertisements in the daily papers carefully and compare notes and you would be surprised that every one advertise 12-inch lawn mowers at $2.48, 14-inch at $2.98, 16-inch at $3.48, prices that on an average would pay a pretty good margin of profit. Same thing applied to ice cream freezers, that had always been a source of trouble.

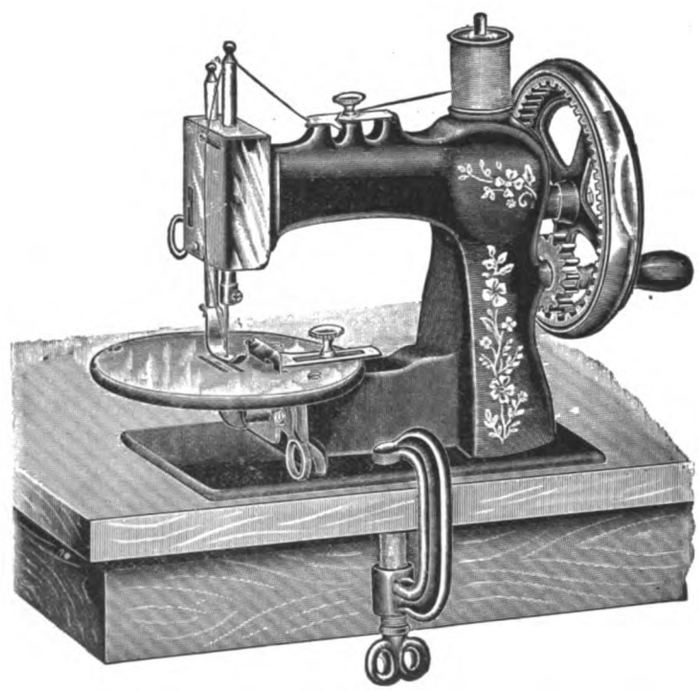
This is a very critical time with the Association. There are some things working, that may seem necessary for at least one of the largest and most prominent retailers to withdraw and work on independent lines, and should such come about we fear that the organization, even if kept up will not be able to accomplish very much in the way of maintaining prices, but we sincerely hope that it may be possible to straighten this difficulty out.

PROSPECTS FOR THE FUTURE.

Starting in on the theory that the farmers have material with which to buy, and going a little farther along in that line, we have no doubt that in spite of rather wet harvest and thrashing season, that the crop for the year 1903 will bring more money than any previous crop ever harvested. Now when this is moved, what is going to prevent business moving and as it moves in the country it will move in the cities, and the longer they abstain from buying the sooner and more they will have to buy. On this theory why cannot we reasonably expect good business for 1904. It is presidential year to be sure, but the most of us here firmly and honestly believe that President Roosevelt will be nominated and elected, and believing that that question is already practically settled, the farmer that has got money to buy with and needs the goods is going to do business. That means he will buy our lumber, which most of the people perhaps know is quite an important industry still at Minneapolis, we sawing something like 500,000,000 feet the past year. Through these sources our citizens will have money to spend. Those that want to build will naturally do so, unless—now comes

The "Stitchwell"

TOY SEWING MACHINE



LIST $4.00



A Great Winner for the Holidays

WRITE US

NATIONAL SEWING MACHINE CO., Belvidere, Ill.

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the labor question and that seems to be in pretty critical condition at this time, with the prospects of its growing more so. Our leading contractors and manufacturers have organized and declare for open shop, the United Trade Labor representative declares 98 per cent. skilled labor in Minneapolis is organized and they simply won't stand for it.

The flour mills fought the battle squarely and manfully and at a critical time, the men taking advantage of the Fall business, when the mills are especially run to their utmost capacity to get all possible shipments out via lake and rail before lake navigation closes, but to the credit of the millers they stood by it, they fought it through to a finish and won out.

The serious problem among the building trade here is the large portion in number of small contractors, who have gradually worked their way up through the rank to position as foreman and then working on their own account. These men with everything to gain from their standpoint in keeping at work, are controlled by union labor, they having so recently been among their number and worked with them and at least will be inclined to take advantage of the situation, regardless of whether it is for the interest of the class that they now belong to as a whole or not. On this labor question hinges the entire question as to building operations in Minneapolis for the year 1904. We cannot predict what the outcome will be. In many cases that the writer is aware of, work was not begun the past year for fear of labor trouble, and we do not believe at the present writing that the situation is such that these same men can feel any encouragement to go on.

PARCELS POST LAW.

We do not feel that we are familiar enough with this proposition to write you intelligently on this subject. Will simply say that we are against it. Do not feel it is for the best interest of the country at large. It seems to us it would be of advantage to the catalogue houses and department stores seeking to do mail order business and on that account should be condemned by every local dealer in every line.

MUTUAL FIRE INSURANCE.

We do not belong to the Minnesota State Hardware Organization, but they, I believe, were the originators of the Hardware Dealers' Mutual Fire Insurance feature and have every reason to believe that it has been very successful. It certainly seems an excellent proposition.

Regarding cultivation of friendly feeling among our competitors we are great believers in this and know from personal experience that there is money in it. It is a winner and there is no way like sitting down to a table with a lot of your Hardware competitors and talking the thing over, after having had a good meal, and while enjoying an after-dinner cigar. We have our annual banquet the evening of the 5th. The writer will not be able to be present and of course cannot give you any notes as to the meeting at this time, but may be able to later on. This is an annual event and is somewhat on a formal order, generally we have two or three informal affairs of the same nature during the year. While we have known men—competitors—doing business within a few blocks of each other, that have met at one of these meetings for the first time and got quite "chummy" after a while, and another case where rather friendly relations have been brought about, was where two partners had separated, each running an independent business, could not say mean things enough about each other. They now, while not "chummy," by any means, are quite decent towards each other and each is willing to concede that the other has the right to live and have a share of the business.

It may be interesting to many of our Eastern friends to learn that Minneapolis mills are grinding wheat in quite big chunks, and shipping out to the Sound and way across the Pacific to Japan. While some smaller shipments have been made heretofore to the East, no great amount has gone from here until recently, this being brought about by the expectation that war was likely to be between Japan and Russia. It seems a long way to ship flour, especially the long and expensive railroad journey from here to the Pacific.

We wish to apologize for the length of our letter, but to cover the various points that you expressed a wish for us to do, makes it seem necessary and the further fact that now the writer has more time on his hands than he well knows what to do with.

W. K. MORISON & Co.,
By W. K. MORISON, Pres.



Craig Mine Crystal Corundum

NOT ADULTERATED WITH EMERY

Has an effective hardness of 9. as compared with 10. of the diamond. Wheels made from it do from two to five times the work of emery wheels, Why? CRAIG MINE CRYSTAL CORUNDUM has 95 per cent. to 98 per cent. compared with emery's 30 per cent. to 40 per cent. of crystalline alumina—the only part of emery that cuts.

Emery rubs and burns. Craig Mine Crystal Corundum cuts fast and cold.

Our booklet will explain.

THE CANADA CORUNDUM COMPANY, Ltd.,

Toronto, Canada.

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Roofing Slate
Slate Blackboards

"Central" Bangor Roofing Slate is the most popular Blue Black Slate in the market today.

We have it in blue black, black, red and purple.

It is unexcelled for strength and fineness of texture because it is mined at our

Grand Central Quarry

Bangor, Pa., in operation for 20 years. The character of our output is maintained at the highest standard.

Prices quoted delivered on large or small quantities. Send for booklet and blackboard pamphlet. We protect you against imposition.

SNOW GUARDS

We manufacture the most effective and least costly. Let us write you about them.

E. J. Johnson & Co.

38 PARK ROW NEW YORK, U. S. A.

NICE

Mixed Paints

Stains Enamels Varnishes

Sellers—All.

WRITE FOR CATALOGUE.

Mention HARDWARE.

Eugene E. Nice

Philadelphia, Pa., U. S. A.

HARDWARE

FOR SALE or will take partner in good paying retail Hardware Stores and Farm Implement business, with or without property; located in thriving, healthy, central Californ a town. Property valued five (5) thousand dollars, stock, five (5) thousand; all cash not necessary. For particulars address "Hardware," P. O. B. No. 90, Reno, Nevada. (82

HORSESHOE MAGNET HAMMER

WARRANTED.



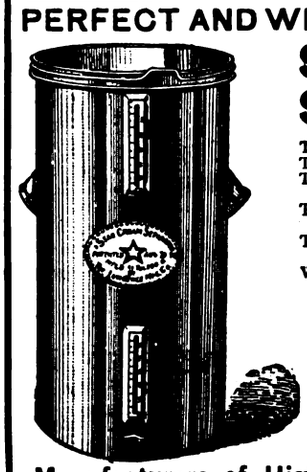
Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades

SUPERIOR TO ANY MAGNETIC TOOL HERETOFORE MADE.

Arthur R. Robertson, Patentee and Sole Mfr.,

144 OLIVER STREET, - - BOSTON, MASS.

PERFECT AND WITHOUT A PEER ARE



STAR CREAM SEPARATORS

They are the most simple.
They require the least labor to operate.
They are the most thorough, raising every particle of cream.
They make from 20 to 30 per cent. more butter.
They require no ice or attention to temperature.
We solicit trial orders that you may test the merits of our goods. An introduction only is necessary in order to create a demand and assure a large sale. For best export prices see price current of this journal and watch this space for further information.

LAWRENCE MFG. CO.,

Toledo, Ohio, U. S. A.

Manufacturers of High Grade Dairy Supplies.

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OUR TRADE WITH GERMANY.

Exports from the Empire in 1903 Not Far Short of One Hundred and Thirty Million Dollars.

BERLIN.—The exports from Germany to the United States during 1903 did not fall short of $130,000,000, or from $14,000,000 to $15,000,000 more than in 1902, which was the previous record year. Detailed figures of the year's transactions in all the consular districts are not yet available, but the average increase is 12½ per cent. over that of 1902. For instance, the Berlin district exported goods to the value of $9,686,841, a gain of $1,018,621. This was due to the great variety of manufactures. The increases, taking all Germany, was chiefly in textiles, steel, chemicals and leather goods.

FOR EXPORT TO RUSSIA.

Russia, with its 141,000,000 people, offers an inviting market for American manufacturers, and that country's industries are as yet in their infancy. Among other advantages offering opportunities for favorable competition in Russia is the 20 per cent. reduction in import duties on all direct shipments to Russian ports of entry. Messrs. M. Gradstone & Company represent the interest of American manufacturers for export to Russia exclusively. They have representatives in all the large cities, and their own experience in the custom-houses on the Russian-German frontier perfects their facilities to serve manufacturers. Messrs. Gradstone & Company have their offices at 2 and 4 Stone Street, New York.

THIS IS O. K.

H. F. Brammer Mfg Co., Davenport, Iowa, who are the manufacturers of the O. K. Rotary Washing Machine, state they had in 1903 the most successful season for the sale of O. K. Mowers, of all the seven years it has been before the public. It certainly has sufficient advantages as may be noticed by reading the ad in this issue, to warrant the belief that the same report will be in order for 1904. Any user of it would O. K. that belief.

TRADE WITH CUBA.

Figures recently published by the Department of Commerce and Labor show that while the balance of trade between the United States and Cuba is in favor of the island, it is open to interesting fluctuation on account of revolutions, hurricanes, wars, droughts, and the changes in the price of sugar and tobacco. In 1855 it was $26,000,000; in 1872, $80,000,000; 1874, $105,000,000; 1875, $80,000,000; 1878, $68,000; 1882, $82,000,000; 1885, $51,000,000; 1893, $103,000,000; 1898, $24,000,000; 1903, $84,000,000.

THE OHIO CULTIVATOR CO.'S SPECIALS.

The Ohio Cultivator Company, Bellevue, Ohio, on a special page in this issue, press upon the attention of our readers who handle high grade implements, the important fact that the Ohio Hay Press, Bellevue Anti-Friction Disc Harrow and the Little Giant 5-Tooth Cultivator, are leaders in their class, and dealers who desire to handle goods that fairly sell themselves, when exhibited, would do well to write for information concerning them immediately after reading this reminder.

ABOUT MAHOGANY.

For Every Tree Felled Two Others Are Planted to Keep Up the Supply.

It will undoubtedly be news to many that the vast mahogany forests of Nicaragua are controlled at Boston. The cutting and shipping of the immense exports from that country is a great enterprise in itself, to say nothing of bringing it here and manufacturing it into lumber. One steamer plies regularly between this port and Central America engaged in this trade. At present she is on her way out from this port. Five hundred thousand to 700,000 feet is her usual cargo. While the steamer is now on her way to the lumber ports, there are somewhere on the seas bound to Boston four scooners laden with mahogany logs. Their cargoes are each about 250,000 to 300,000 feet.

Employed in Nicaragua and the United States of Colombia are from 1,000 to 1,500 native workmen and lumbermen. These are under American bosses. The trees from which mahogany furniture is made vary in age and size. When cut they range in age from twenty-five to thirty years, and some of them are even seventy-five years old. They average twenty-five inches or more in diameter and run as large as forty inches, and even more. For every mahogany tree that is cut two others are planted, and thus the forests are practically inexhaustible.

From the time that the tree is felled to the hour that it is dumped off the steamer at the Chelsea docks is an eventful life for the mahogany log. The tree is cut into the proper lengths and then comes the tedious journey to the coast, where it is taken on board the vessels bound for this port. The greater part of the cutting is done during the dry season which in the United States of Colombia begins about the 1st of December. The natives of this country seem to make better loggers and are better adapted to lumbering than the Nicarauguans. In Nicarauga the season is more irregular, and for lumbering is less to be depended upon. After the tree is cut it is hauled to the nearest waterway and rafted to the coast. The logs are hauled by teams of oxen from one to six miles in Nicarauga, but often the distance is very much greater, the journey sometimes taking two days. The roads consist of paths through the forest that are nothing else than swamps and morasses, through which the oxen and horses flounder along. Only animals trained to this kind of work would ever make any progress, and American beasts would wallow about perfectly helpless.

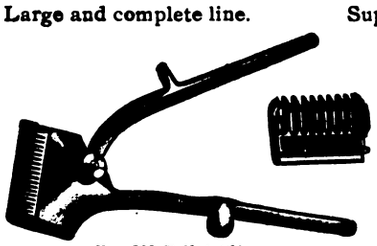
FAILURES IN 1903.

Fewer in Number, According to Bradstreet's Report, but Liabilities Largest Since 1897.

There were 9,768 failures reported to Bradstreet's in the calendar year 1903, with liabilities of $154,277,093 and assets of $84,060,471. This marked a decrease in number of just 2 per cent. from 1902 and of 8 per cent. from 1901. With the exception of 1899, the increase over which is 1.4 per cent., the year 1903 shows the smallest number of failure casualties reported since 1887. Liabilities, however, owing primarily to the increase in suspensions of financial institutions, but also because of the considerable number of heavy manufacturing concerns suspending, were larger by 45 per cent. than those of 1902, and the heaviest, in fact, since 1897.

HOTCHKISS CLIPPERS

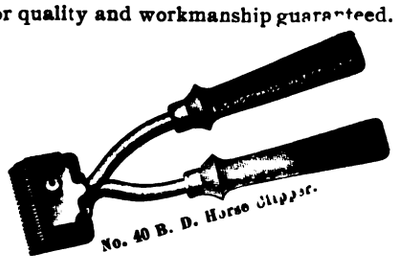
Large and complete line.



No. 800 Toilet Clipper.

BARBERS, HORSE and FETLOCK

Superior quality and workmanship guaranteed.



HOTCHKISS CLIPPERS

Years of experience in this line.



No. 75 Fetlock Clipper.

Very large output and facilities recently still further increased. Orders now solicited for prompt shipment

Write for Catalogue, Prices, etc.

EDWARD S. HOTCHKISS, Harbor St., Bridgeport, Conn.

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THE VALUE OF A SCRAPBOOK.

So invaluable is a scrapbook to a man engaged in any line of business that it is surprising to find tradesmen and retail merchants who have never availed themselves of this most useful institution. We would strongly recommend all such to start a scrapbook without delay. The ideas and suggestions that may be gathered together in a collection of clippings extending over a few years will represent a fund of information that money could not buy, and that no ambitious business man can afford to neglect. The long, Winter evenings are upon us, when most men have more time on their hands for other occupations than the daily routine of their business. This is the best opportunity to begin the work of systematically collecting and pasting up in a scrapbook articles from newspapers or trade journals that are likely to be of use. Frequently, in perusing the trade or daily paper matter is noticed which contains information worth preserving. It is easy to clip such articles for the scrapbook, and once a week or so, paste them in. Such work will take perhaps an hour's time, and no time can be more profitably spent. Many men, who are interested in special lines, do not trouble to file the entire copies of their trade papers. There may be only one or two articles in an issue that appeal to them especially, and these articles are worth preserving. If the reader has the scrapbook habit, he will not fail to cut them out and add them to his collection. But it is not the reading matter only that is worth keeping. A man in business is always interested in the advertisements of his trade paper, and he can readily secure a valuable directory of manufacturers in the lines he may handle, with cuts and descriptions of their specialties, by clipping their advertisements and filing them in his scrapbook for future reference. If he is himself an advertiser, the scrapbook should contain copies of all his own "ads." and those of his competitors, as well as good specimens of the advertising matter of firms engaged in other branches of business. Thus the scrapbook may be made of invaluable assistance in the preparation of advertising matter. If a manufacturer, a scrapbook collection of cuts and descriptions of new goods and appliances, with information about new processes and methods, will in time become a mine of information from which may be dug valuable ideas to be developed in the extension of his business. Similarly, the retail store keeper can gather articles relating to business methods, store arrangement, show window dressing, novel fixtures and kindred subjects that will be suggestive and helpful. In fact, there is no limit to the possibilities for usefulness that a systematically kept scrapbook affords. Many a successful business man will be found to attribute a large share of his success to the fact that he adopted the scrapbook habit early in his career.—*The Metal Worker.*

♦

Louis Iwan, of Streator, Ill., is the inventor of a combination tool for which he has applied for a patent. It is made entirely of steel, is about as large as a razor and looks like one except that it has two blades, folding up like a knife, and from either side. Mr. Iwan claims that the instrument may be used for a score or more purposes—as an inside or outside caliper, a compass, a bevel, a square, a six-inch rule, a cigar clipper, a nut pick, a fork, a tooth pick, a nail cleaner, a pencil sharpener, a dagger and many other things. As soon as the necessary machinery can be obtained, Iwan Bros. will begin the manufacture of the tool and have it placed on the market.

♦

An editor discussed the political situation in a comprehensive editorial and headed it. "Let Us Explore." He neglected to read the proof, and it appeared under the caption, "Let Us Explode."

At the Telephone.

Casey—Who does yiz want to see?
Grogan—Dunnohue.
Casey—Who did yis say?
Grogan—Dunnohue, Dunnohue.
Casey—Well, if you dunno who, how do I know who?—

HOW WHISK BROOMS ARE MADE.

Broom corn, from which brooms are made, comes principally from Western States. The seeds are sown in May or June, about one foot apart, in rows. In about three months' time the stalk reaches to the height of from 8 to 12 feet; the top ends, which contain the whisks, are then ready for cutting. The stems are first bent over about one foot below the whisks and then cut off and packed into wagons and carted to the barns to be scraped and dried. After drying it is packed into bales weighing from 250 to 400 pounds each and shipped to the broom manufacturers.

The first operation is sorting or selecting the stock, the finest and greenest being used for the best brooms. After sorting the material is scraped. The scraper consists of a circular revolving cylinder 19 inches in length and 12 inches in diameter, the surface of which is covered with iron pins. These pins are placed in V-shaped rows about 6 inches apart, each row containing about 15 oar-shaped pins 2 inches in height and about 1 inch apart. The operator presses a bunch of the whisks containing the seeds against the revolving cylinder, the teeth of which, traveling at the rate of 350 revolutions per minute, tear through the material, scraping off the seed from the whisks. If the material is old, having lost its green appearance, it is dyed. The stalks are then clipped off and the whisks made of an even length. The best and straight whisks, which is called hurl, grows in the center of the stalks. It is kept separately from the rest and is placed on the outside when forming the brush.

The next operation is winding or forming the brooms. A circular piece of wood about three inches in length and about three-quarters of an inch in diameter is fastened into what is called the broom barrel. Connected to the machine is a reel of No. 22 iron wire, the end of which is tacked to the circulator stick in the barrel. The operator then takes a quantity of the poorer quality of the whisks and places them around the stick, starting the machine in motion, which causes the barrel to revolve, which, in turn, wraps the wire tightly around the whisks to the stick. After two or three turns of the wire have been taken the shoulder of the broom is then formed by putting a bunch of the material on each side and wiring and tacking them down as before. The hurl is then fastened on the outside in about the same manner. The rough edges are then trimmed with a knife and the broom sawed off from the barrel. A good hand can form about 150 brooms in about ten hours.

The brooms are then taken to the sewing vise to be stitched. A broom is fastened securely in the jaws of the vise, the top part projecting above about three inches. The operator then takes a flat, oval-shaped steel needle threaded in the center with fine linen cord or silk and passes it through the brush, securing the end. The cord is then wrapped tightly around the outside of the brush and the needle pushed through back and forth, each stitch passing over and under the outside cord, which is drawn taut, securing the whisks and giving shape and form to the broom.

Brooms are sewed with from one to three strings. The needles are six inches in length and double pointed, having the eye in the center. From ten to twelve stitches are taken in every seam, taking up about thirty-six inches of cord. A good hand can stitch about 600 single seam brooms per day. After sewing they are rescraped and then clipped into sizes. The ends are then sheared and curried to free the brooms of surplus seed. The handles, which are made of bone, ivory, wood, etc., are then glued on and the brooms stood up to dry. They are then packed into boxes and are ready for market. Twenty hands can turn out about from 75 to 80 dozen brooms per day. The green stock is the best for broom making, it bringing from five cents to six and one-half cents per pound by the ton wholesale. If too ripe, the color of the material being reddish, the stock loses in value about three cents per pound.

A New Game.

"We've invented a new guessing game."
"What is it?"
"Why, we get out in the park, throw away the almanac, and try to guess the season of the year from the weather."—*Chicago Post.*

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STEVENS

Target Pistols

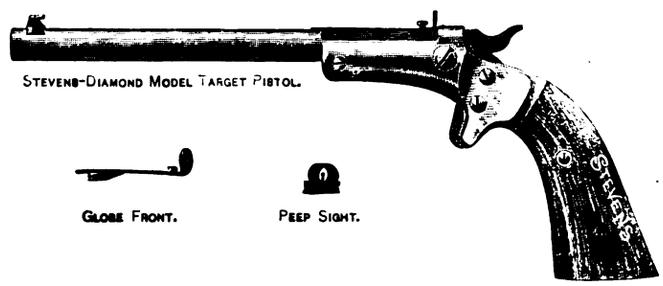
ARE NOTED FOR THEIR ACCURATE SHOOTING QUALITIES AND GENERAL EFFICIENCY

AND HOLD MORE RECORDS THAN ALL OTHER MAKES COMBINED



STEVENS TIP-UP PISTOL, No. 41

Full nick l-plated frame, 3½ inch blued barrel.
Plain Walnut Grip stock, nicely finished. .22 Short R. F., Price $2.50.



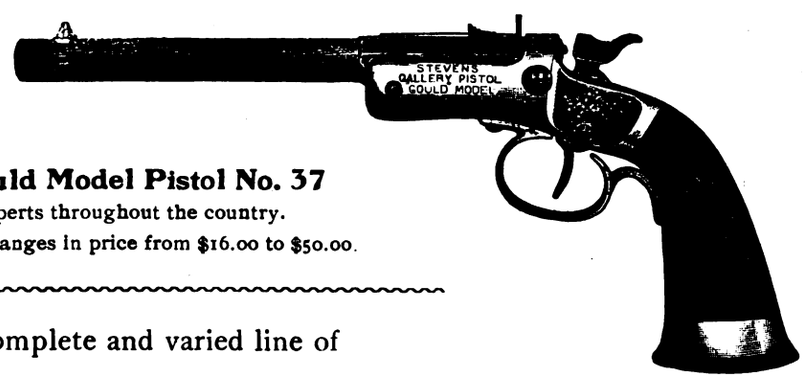
Stevens Diamond Model Target Pistol, No. 43

Blued barrel, long, plain grip-stock, nickel-plated frame. Cut illustrates pistol, with open sights.

For the .22 Long-Rifle R. F. Cartridge only.

6-inch barrel, with globe front and peep sights (as shown), weight 10 ounces	$5.00
6-inch barrel, with open sights (as illustrated), weight 10 ounces	5.00
10-inch barrel, with globe front and peep sights (as shown), weight 12 ounces	7.50
10-inch barrel, with open sights (as illustrated), weight 12 ounces	7.50

Unless otherwise specified, this pistol will be sent with globe and peep sights, as these are the standard sights.



Stevens Gould Model Pistol No. 37

Is used by experts throughout the country.
It is a light arm and ranges in price from $16.00 to $50.00.

We manufacture a complete and varied line of

Rifles, Pistols, Shotguns

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ILLUSTRATED CATALOG containing detailed description of entire line, mailed FREE upon request.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Atwater, Minn.—The Atwater Hardware & Machine Company has been incorporated with a paid-up capital stock of $50,000. The first board of directors consists of Martin Olson, G. A. Glader, George H. Feig, Edward H. Hoensing, Sumner B. Glader, B. S. Covell and Hans Dahl. Martin Olson is president, B. S. Covell, vice president; Sumner B. Glader, secretary and George H. Feig, treasurer.

Belleville, Mo.—The Lengfelder Stove & Hardware Company has been incorporated; capital $25,000. H. A. Lengfelder, Anna Lengfelder and Fred Schirmer are the incorporators.

Centertown, Mo.—The Centertown Hardware & Implement Company has been incorporated to deal in Hardware and implements; capital stock, $3500, all paid. Incorporators: Benton Heaton, Bailey W. Landsdowne, John Inglish, Sr., Jonathan W. Chambers, August F. Helemkamp and William Inglish.

Columbia, Kan.—The firm of Mackie & Anderson have opened up a furniture and Hardware store.

Columbia, S. C.—The Hartsville Supply Company, a Hardware and general supply firm capitalized at $10,000, has been incorporated. The incorporators are: L. S. Willing, M. Bonnoitt and A. W. Willing of Darlington and W. S. McKinnon of Hartsville.

Collins, Mich.—A Hardware store has been opened by Janes & Croel. They have put in good stock.

Erie, Pa.—Patrick M. Donohue and F. L. Schael have embarked in the Hardware business.

Graham, Va.—The Fowler-Richardson Hardware Company has been incorporated: W. E. Fowler, president; capital stock, $3,000 to $25,000.

Jefferson City, Mo.—The Clark-Brutten Mercantile Company of Kansas City has been incorporated to deal in leather goods, cutlery and jewelry, capital stock, $2,100. Incorporators, W. H. Clark, Ross C. Brutten and Charles J. Clark.

Massillon, Ohio.—Wilson Hawk, of Richville, has opened a Hardware store in the east room of the new Graber Block, in West Tremont Street. A general stock will be carried. The firm will be known as Hawk & Company.

Raleigh, N. C.—The Rowland Hardware Company has been incorporated. The authorized capital was $25,000. The incorporators are L. Z. Hedgepath, A. B. Baker, V. G. Pleasants and Alex. Watson.

Seattle, Wash.—Millard F. Jones and son-in-law, F. A. Batchelor, of Utica, N. Y., have formed a partnership and opened a Hardware store and plumbing shop Mr. Jones was for many years a member of the firm of John O. Jones & Sons and Mr. Batchelor was with Julian Batchelor & Sons.

Spartanburg, S. C.—The Spartan Hardware Company has been incorporated. This enterprise is capitalized at $10,000, the incorporators being Randolph Watkins of Virginia; H. O. Beacham and E. H. Everett, of Spartanburg.

Trenton, Ill.—Leonard, Brefels & Sauter Hardware Company has been incorporated; capital $10,000; general Hardware business. Incorporators—Adolph Leonard, A. C. Brefels, J. H. Sauter.

Waterbury, Conn.—The Waterbury Hardware Company has been incorporated.

Changes.

Andover, N. Y.—The Atwood Hardware store has been sold to Mr. Lynch, of this place. Mr. Atwood was one of the most successful if not the most successful Hardware and vehicle dealer in Alleghany County, having amassed a fortune in the business. Mr. Atwood is largely interested in the oil business in the Andover field and retires from the Hardware business for the purpose of devoting more time and attention to his oil interests. Mr. Lynch is a well-known Andover business man of capital and experience.

Birmingham, Ala.—The Morton Hardware Company have recently increased their capital stock, and have taken into the firm one of their employes, Doyle H. Ramsey, and have made him secretary of the company.

Boston, Mass.—George D. Appleton is back again at the old stand at 294 Washington Street. Mr. Appleton has been in the cutlery trade for 40 years, and in reopening a store in New Old South Building he has stocked it with reliable cutlery of every kind.

Carthage, Mo.—The lumber firm of Thompson & Setton is clearing ground to erect a large building to be occupied by their extensive stock of furniture and Hardware to be moved from North Neck City.

Coatesville, Pa.—The entire Hardware stock of Nathan Lukens, a bankrupt was sold in bulk to Levi Lukens, his father, for $10,950.

Coffeyville, Kan.—W. S. Churchill states that he intends to build at once a two-story brick building and expects to be carrying on his Hardware business by Spring.

Cunningham, Wash. — The Ritzville Hardware Company is moving to Lind, where the company bought out the Lind Hardware Company.

Davenport, Ia.—Announcement has been made that the Hardware store of P. & P. Feddersen, at 332 West Second Street, had been sold to Hugo and Herman Rohlffs. The new firm who are to take possession are well able to maintain the high standard set by the Feddersen Company. Hugo Rohlffs has been in the business for nearly fourteen years. He was with the Feddersen Company for twelve years and three years ago went with Rascher, Schricker & Rascher, where he is at the present time. He thoroughly understands the Hardware business and is counted one of the most efficient men in his line in the city. Herman Rohlffs is now with the Davenport Malting Company as bookkeeper. He will look after this end of the business for the new firm.

Hartford, Conn.—Chas. Harris has bought the Hardware store of the administrator of the Ralph Barber estate for something over $9,000. He has resigned his position at the American mill, where he has been for many years.

Holcomb, N. Y.—C. Donahue has moved his Hardware business into the new Jones Block.

Horton, Kan.—Reichers & Son of Adams, Neb., have bought out the Hardware firm of C. M. Lambert & Company.

Ida Grove, Iowa.—The Hardware firm of Mitchell & Simpson sold its business to William Colvin & Son, who take charge at once.

Johnstown, Pa.—The Swank Hardware Company has added to its business a complete house furnishing department. The store has been remodeled and is modern in every respect.

Merrill, Wis.—Wenzel & Duteau, who for several years have conducted a Hardware store on West Main Street, have dissolved partnership. Mr. Wenzel will continue the business as heretofore.

Olean, N. Y.—A deal was completed by which the Miller Hardware Company of this city purchased the stock of furniture of the Conkling Furniture Company's store and also a lease of the store and five floors over it.

Phelps, N. Y.—The stock of Hardware and fixtures belonging to M. D. Crosier who recently went through bankruptcy have been sold to Charles Crandall of Penn Yan, the consideration being $3,500. Mr. Crosier will assume the management of the store.

Plattsburg, Mo.—R. L. Eberts has bought the lot on Main Street, formerly occupied by him and will erect a two-story brick building 90 feet long to be occupied entirely with his Hardware stock.

Randolph, Iowa.—Buol Bros., who have been in business here since the establishment of the town, have sold out their large Hardware store to Messrs. S. W. Mosher and J. L. Chapman of this city.

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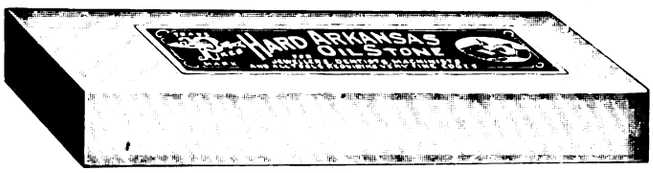
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Belleville, Mo.—The Lengfelder Stove & Hardware Co. has been incorporated. The capital stock is $25,000 and the incorporators are H. A. Lengfelder, Anna Lengfelder and Fred Schirmer.

Bloomington, Ill.—The William R. White Company has been incorporated; capital, $200,000; manufacturing agricultural and farm machinery. Incorporators—William R. White, John F. White and G. W. Monroe.

Bridgeport, Conn.—The Champion Shear Company has been incorporated. The capital stock is $18,000.

Chagrin Falls, Ohio.—The Ober Manufacturing Company has been incorporated to manufacture machinery, sad irons, handles, etc. The capital stock is $40,000, and the incorporators are: Martha M. Ober, Lena B. Woodburn, Addie R. Ober, Laura A. Matthews, A. M. Ober and M. W. Woodburn.

Chicago, Ill.—Corbin Cabinet Lock Company has been incorporated; capital, $15,000; manufacturing locks; incorporators, W. C. Haight, F. L. Murray and P. M. Kenworthy.

Chicago, Ill.—Corbin Screw Corporation, of Chicago, has been incorporated; capital, $10,000; manufacturing screws; incorporators: W. C. Haight, F. T. Murray and P. M. Kenworthy.

Chicago, Ill.—Knoxall Mfg. Co., has been incorporated. Capital, $25,000; manufacturing Hardware specialties, mechanical sundries and appliances; incorporators, Floyd William Detray, Waldo Dennis, Frank C. Wicke.

Chicago, Ill.—P. & F. Corbin of Chicago, has been incorporated; capital $25,000; manufacturing Hardware; incorporators, W. C. Haight, F. L. Murray and P. M. Kenworthy.

Cleveland, Ohio.—Cleveland Cream Separator Company has been incorporated. N. T. Horr, L. Denton, A. Sewenthai, H. J. Caldwell, A. Tame. Capital $50,000.

Hughesville, Pa.—The Mosser Knife Company has been incorporated. Capital stock, $5,000.

Jacksonville, Ill.—The Economical Stove Company has been incorporated; capital stock, $2,500; to manufacture cooking and heating apparatus. Incorporators: John A. Unglaub, Mary E. Unglaub and James C. Priest.

Jersey City, N. J.—Weathered Company has been incorporated to manufacture and deal in horticultural implements; capital, $126,000. Incorporators Hanley W. Bertram, Samuel Burns, Wilbur H. Brackett.

Marseilles, Ill.—Marseilles Harrow Manufacturing Company has been incorporated; capital $50,000; manufacturing agricultural implements; incorporators, Simon T. Osgood, John H. Brown and Isaac G. Osgood.

Minneapolis, Minn.—The Mackenzie Hinge-Mortise Company has been incorporated; capital, $30,000, and will manufacture hinge-mortisers and other tools. The incorporators are: H. S. Rowell, Paul P. Taubert and James A. Mackenzie.

Muskegon, Mich.—The Rodgers Cutlery Company has been incorporated. Capital stock $3,000.

New York, N. Y.—Richardson-Morgan Company has been incorporated to manufacture furnaces, stoves and ranges Capital $35,000 and directors: M. A. Rourke, of New York City; L. J. Waterbury, of Brooklyn and E. R. Harding, of Hillsdale, N. Y.

New York, N. Y.—Spanish-American Commercial Company has been incorporated to manufacture agricultural machinery, etc. Capital $100,000 and directors: G. M. Weld, of Hohokus, N. J.; L. H. French and E. C. Brice, of New York City.

New York, N. Y.—The Merry & Cherry Company has been incorporated; (Hardware); capital $25,000. Directors—Edward Meyer, Brooklyn; W. A. Cherry, New York, and T. G. Morris, Chicago, Ill.

New York, N. Y.—United States Recording Automatic Scales Company has been incorporated; capital, $100,000. Directors: Alexander Ferris, E. H. Smith, and R. J. Soverign, New York.

Toledo, Ohio.—The Toledo Gas Radiator Company, with a capital stock of $30,000, has been incorporated by Wm. G. Simon, A. W. Perry, H. F. Harms, C. C. Culbertson and A. T. Carpenter. The company, which owns and controls a number of patents, will manufacture all kinds of burners and radiators.

Wapakoneta, Ohio.—The Smith Vehicle & Carriage Hardware Company, capitalized at $15,000, has organized by electing the following officers: President, D. F. Mooney; secretary, G. A. Orphal, treasurer, J. Z. Riley and general manager, James P. Smith. This company will manufacture Smith's patent shifting rail and Hardware.

Changes.

Alexandria, Ind.—The Kelley ax plant, the principal factory of Alexandria, has been sold to a syndicate of capitalists for $800,000. The purchasers are Kentucky and West Virginia capitalists. The factory employs more than six hundred men.

Ashland, Ky.—Deputy Master Commissioner Keefer sold the stove plant of the Bogenschutz Stove & Range Company on Dec. 9th, to John C. Droege for $10,505.

Fayetteville, N. Y.—The Syracuse Machine Company has rented the place recently occupied by the D. & D. Milling Company and will fit it up to manufacture novelties and Hardware specialties.

Fullerton, Pa.—The Dent Hardware Works have recently put up two buildings, 100x50 and 150x50 respectively, a warehouse and a new foundry.

Great Falls, Mont.—The Great Falls Implement Company has decided to make a change in its title and hereafter will be known as the Judd Implement Company.

Junction, N. J.—The Tremont Manufacturing Company, of Roxbury, Mass., will remove its plant to Junction. The company manufactures edged tools, and will give employment to about 400 skilled mechanics. The people subscribed $12,000 to erect a brick building for the company.

Kenton, Ohio.—The Kenton Hardware Manufacturing Company is to enter the National Toy Combine. President Pfeifer and W. S. Robinson have had the stock, valued at $100,000, transferred to the trust. The capacity of the local plant will then be doubled by the trust to supply western trade.

La Crosse, Wis.—La Crosse Plow Co., by A. Hirscheimer, president, and Joseph Clarke, secretary, filed an amendment, increasing the capital stock from $200,000 to $350,000.

Lawrenceville, Pa.—The Hubbard Shovell Company, recently burned out, bought at auction the building and property of the insolvent McKees Rocks Foundry & Machine Company in Island Avenue, McKees Rocks. The price paid was $6,000 over and above two mortgages aggregating $6 275. The Hubbard Company will locate its plant on the newly acquired property.

Malta, O.—The Brown-Manly Plow Company closed a deal for the purchase of the entire property of the Richmond Plow Company, Richmond, Ind. The sale gives them control of valuable patents.

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procured promptly and with care in all countries Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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A Long (K) Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

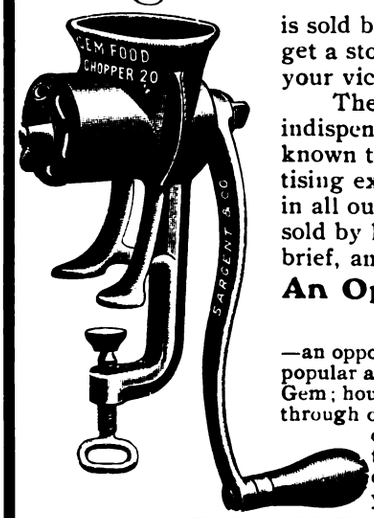
¶ It improves the appearance of your store *100 per cent*; enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
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Sargent's Gem Food Chopper



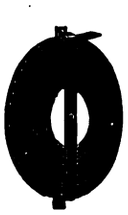
is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
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BOX CORNER FASTENERS, SEALS, ETC.
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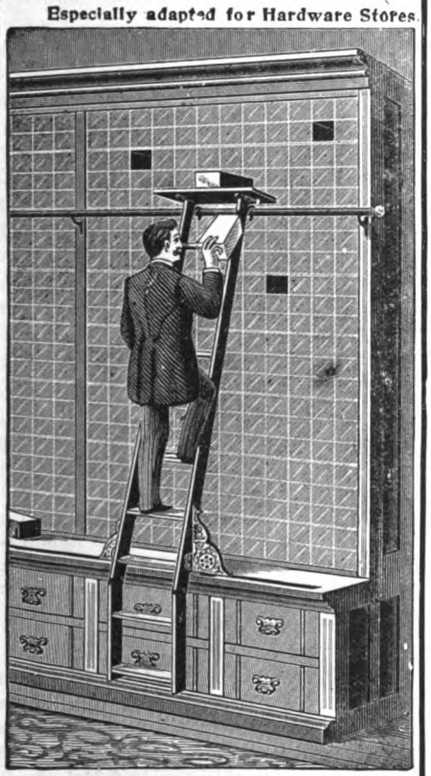


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SEALS-MACH. PLATES-CHECKS
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ORNAMENTAL PIPE STRAPS
The most perfectly cut and brightest tinned straps ever sold.
MALLEABLE and WROUGHT HOOPS.
Quality the best that can be made.
Full Line of VALVES and PLUNGERS.
Ask for Samples, Catalog and Prices.
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231 and 237 ARCH ST., - - - - PHILADELPHIA.

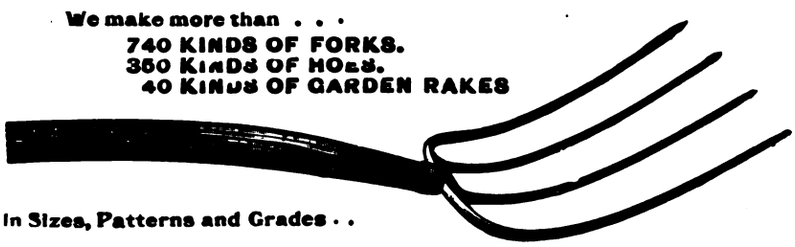
THE BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

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We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
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Illustrated Catalog on Application. . .

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations.

Auburn, N. Y.—The Mead Cycle Company has been incorporated to do a general bicycle business at No. 38 Market Street. Incorporators, Fielding W. Mead and Arthur W. Jones.

Yonkers, N. Y.—Empire Sporting Goods Manufacturing Company has been incorporated. Capital $10,000 and directors: Michael Finkelstein and Abraham Schemel, of Yonkers and Morris Chavin, of New York City.

Changes.

Chicago, Ill.—Two transfers of factories from the American Cycle Manufacturing Company to the Pope Manufacturing Company have been recorded. They were the Ames & Frost and the Gormully & Jeffery Works, both of Chicago. The transfers were in line with those of the Hartford & Hagerstown plants.

Ft. Wayne, Ind.—J. S. Van Tochine, proprietor of the Indiana Bicycle & Supply Company has been chosen for mechanical inspector for Burroughs adding machine by the American Arithmometer Company, of St. Louis, to inspect and take care of their machines.

Hagarstown, Md.—The old bicycle plant is to be put in operation again; this time to build automobiles. One thousand machines are to be built as soon as possible.

New York, N. Y.—A. H. Funke, after January 1st, will remove to 83 Chambers Street, which, extending through to Reade Street gives him a larger place.

Portsmouth, Ohio.—Lloyd, Adams & Simpson will lease the ground floor in the Branch Building after the first of January, and use the same for their pistol factory.

San Francisco, Cal.—Morgan & Wright have opened a branch at No. 1067 Mission Street, with F. W. Paige in charge. A full line of Morgan & Wright goods will be carried.

South Onondaga, N. Y.—The real estate, stock and business of the bankrupt firm of I. A. Weston Company, of Jamestown and Syracuse has been sold to Calvin McCarthy of this place for $6,075. The property consists of the bicycle and automobile parts plant at Jamesville and the nickel plating goods at that place, as well as those stored at the Syracuse storehouse. Mr. McCarthy, with his partner, Albert Spencer, will reorganize the company and commence business again. The plant will be refitted with all modern improvements and placed on a sound basis, and will operate under the firm name of the Jamesville Mfg. Co. They will continue the manufacture of the Champion and Vulcane hubs, which formed part of the Weston line.

Embarrassments.

Oakland, Cal.—A petition in insolvency has been filed by J. S. Witherell of Oakland, a jeweller and bicycle repairer. He owes $686 and has $324 assets.

Southington, Conn.—Garrett. W Smith filed a voluntary petition in bankruptcy on December 18. His liabilities were given as $3,992.17 and his assets as $4,208.71. The liabilities include two claims of $1,000, each secured by mortgages on real estate in Southington included in the list of assets at a valuation of $2,500.

Miscellaneous.

New Haven, Conn.—The Alling Rubber Company has issued 240 additional shares of capital stock. The par value of each share is $25, making the amount of the additional issue $6,000 The Alling concern conducts five stores in the State of Connecticut, in each of which bicycle tires and other sundries are handled in considerable quantities.

Rochester, N.Y.—The East End Cycle Club has elected officers for the ensuing year as follows: President, W. F. Martens; vice-president, Earl Bissell; recording secretary, Charles Meier; financial secretary, William Hotchkin; treasurer, James Irwin; board of managers, George R. Herschell, Bert Bissell, Sidney Williams and F. Wedgren.

♦

"The demand for shotguns, rifles and other sporting goods has been unprecedentedly great this fall and winter," said a prominent Hardware dealer recently. "We have already sold twice as many as last year, and there is no abatement in the rush for goods of that character. We sold the last of the third shipment this season of Belgium shotguns yesterday. They were high-priced, but that was no barrier to their sale. This can only be attributed to the general prosperity of the people. The fact that game is plentiful this season may have something to do with the call for guns and ammunition."

♦

At the two English cycle shows, the Stanley and the National, there were exhibited 623 motorcycles—nearly double the number exhibited the year before.

♦

A Melbourne importer, writing to an English contemporary, makes out that trade in the Antipodes during 1904 should be remarkably good. He says:

"Trade prospects for the coming season, as far as Australia and New Zealand are concerned, are very good, and I fancy this will be a phenomenal year. I am working, with my staff, as hard as possible to cope with an ever-increasing business in cycle material, and am at my wits' end how to supply the demand for the rapidly expanding motor trade; and considering the bad times our country has gone through, owing to droughts and a little too much government, it makes matters all the more remarkable."

After telling us that he has just returned from a little business trip to Wellington in New Zealand—a trifling journey of 1,800 miles each way—and jotting down a few of his experiences by the way, he says: "In the Maori capital, and indeed all through New Zealand, trade is booming, and owing to the splendid seasons and high prices the settlers have obtained from their beef, mutton, wool and general produce, the country is rolling in wealth, and everything is sold at about 25 per cent. higher retail than in Australia. Wages are high, first class cycle mechanics being greatly in demand; and workmen—folk who take their coats off and put their shoulders to the wheel—are having a very prosperous time; though living is correspondingly high, and house rent and clothing are dear. The climate from Wellington to Invercargill is much the same as you get in England—wet and cold in winter, with plenty of snow and ice.

"Bicycles in New Zealand are sold at a big price. Local made machines, mostly built of Eadie and B. S. A. fittings, 18 to 22; other fittings, 16; Humber bicycles, 30, and Rudge-Whitworth, Swifts and Masseys, 25 to 30. I found since my last visit that the locally built or assembled machine is taking the place of the imported whole bicycle, owing, no doubt, to the fact that the builder advertises his own wares with his own transfer on. Also, that he does not have to pay an exorbitant price for the duplicate fittings."

♦

Utica, N. Y.—The following directors of the Utica Drop Forge & Tool Company were reelected at the annual meeting of the company held at the office of William Pierrepont White recently: William Pierepont White, H. Lawrence White, Charles A. Miller, John P. Campbell and Frederick S. Kellogg.

♦

Taunton, Mass.—Albert M. Field has been made the manager of the United Tack Company in place of J. M. Fraga, who resigned to accept a position with the Atlas Tack Company of Fairhaven. Mr. Field is a member of the family which began the manufacture of tacks in this city and has been connected with the business for years.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



Household Brushes
of all descriptions
Midland Brush Mfg. Co.
263 West Lake St.
Chicago.
Send for catalogue.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY



THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

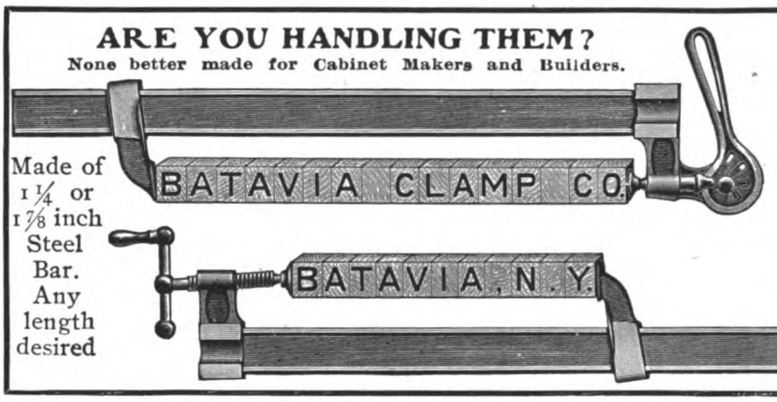
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.



THE BROWNIE
Fast up-to-date spring ice skate, with novel device to adjust skate to inside of toe, on any shaped toe. Spring acts on principle of spring board, no lame ankles. Best material, highly nickeled. Ask dealer or send $3.50 to Brown Spring Ice Skate Co., Webster City, Iowa.

ARE YOU HANDLING THEM?
None better made for Cabinet Makers and Builders.



Made of 1¼ or 1⅞ inch Steel Bar. Any length desired

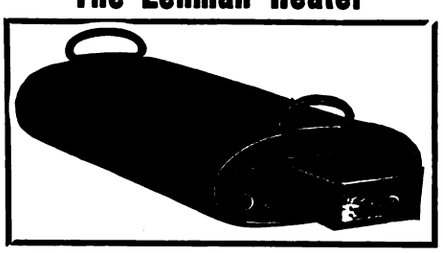
Send for Catalogue and Price List.

LEHMAN VEHICLE HEATERS

TIME

So long as "cold snaps" continue sleighing is good in many localities, and cold penetrates vehicles of every kind, it is an opportune time to sell at a profit

The Lehman Heater



Over 200,000 Lehman Carriage Heaters in actual use.

Heats any vehicle continuously for fifteen hours and makes it absolutely comfortable in the coldest weather. Costs 2 cents per day to heat it.

Made ready for use in a few minutes. Danger from fire impossible. Absolutely unbreakable.

Write us for price list and discount.
Mention HARDWARE.

LEHMAN BROS.,
10 Bond St. New York, U. S. A.

WHITE

"There is no better way to judge the future except by the past."
—DANIEL WEBSTER.

What better standard could be set for the purchase of Edge Tools?

White's Edge Tools

welcome such a test from Hardware men everywhere. For nearly three-quarters of a century our Edge Tools have never failed to give satisfaction—

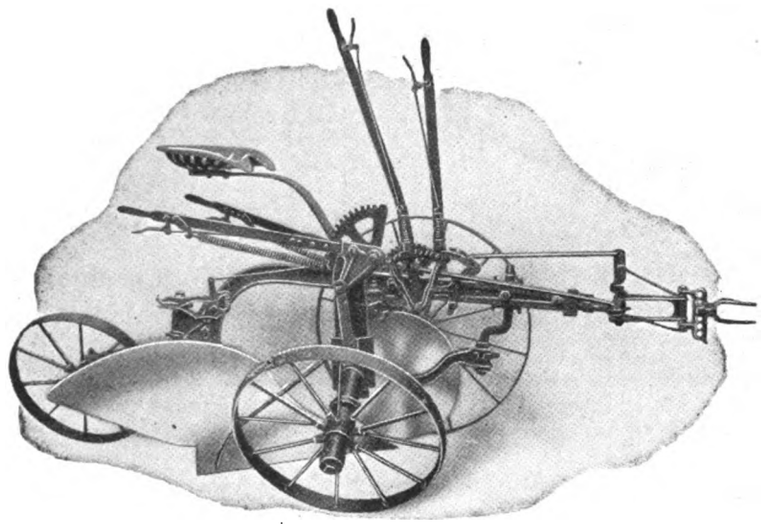
They are favorites with those who sell and those who buy them.

A Certainty

We are the largest manufacturers of Edge Tools. Our variety is endless. Our facilities are unequalled. Are we on your list for 1904? If not, write us.

L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.

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TWIN-BROTHER SULKY PLOW.

This PLOW.

Turns a perfect furrow, and does it easier than other makes because the shape is so absolutely perfect. They are made in 14 and 16 inch size with stubble or turf and stubble bottoms. A sample was sent out to South America—after trying it—an order was cabled for fifteen car loads.

Two levers stand in front of operator—one regulates the width of furrow and holds plow up to its work on side hills. The other regulates the depth and bearing on rear wheels. All done without leaving seat or stopping horse.

Ask for prices f. o. b. New York, boxed ready for foreign shipment, one complete plow in each box, with 3 or 4 horse evener. Pole extra.

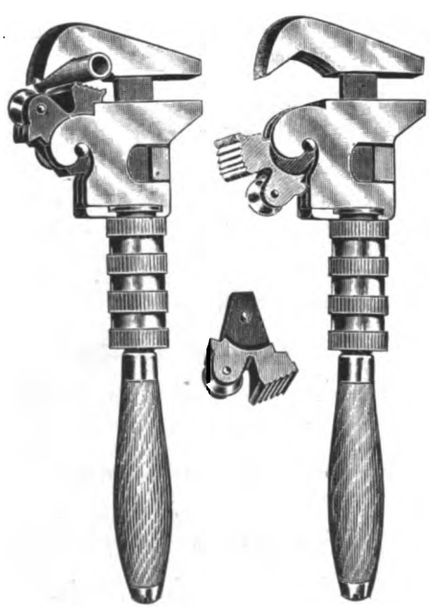
Address,

MORRISON MFG. CO.,

Fort Madison, IOWA, U. S. A.

Established 50 years, Full line plows and cultivators.

A HAPPY COMBINATION



Pipe Wrench-Monkey Wrench-

PIPE CUTTER—

One tool, designed to do the work of three tools. It surpasses the expectations of the most exacting mechanics and sustains the reputation of the Bonney shops.

The **Tipping** feature in the pipe grip insures a positive and instant grip; holds pipe firmly without working. Neither slips nor locks on pipe. Releases instantly

Throw Gripping Jaw back, run Neck or Sleeve back a turn, and pipe can be placed or replaced in V of Wrench.

Pipe Cutter Wheel is eccentric, which makes it a free and rapid cutter.

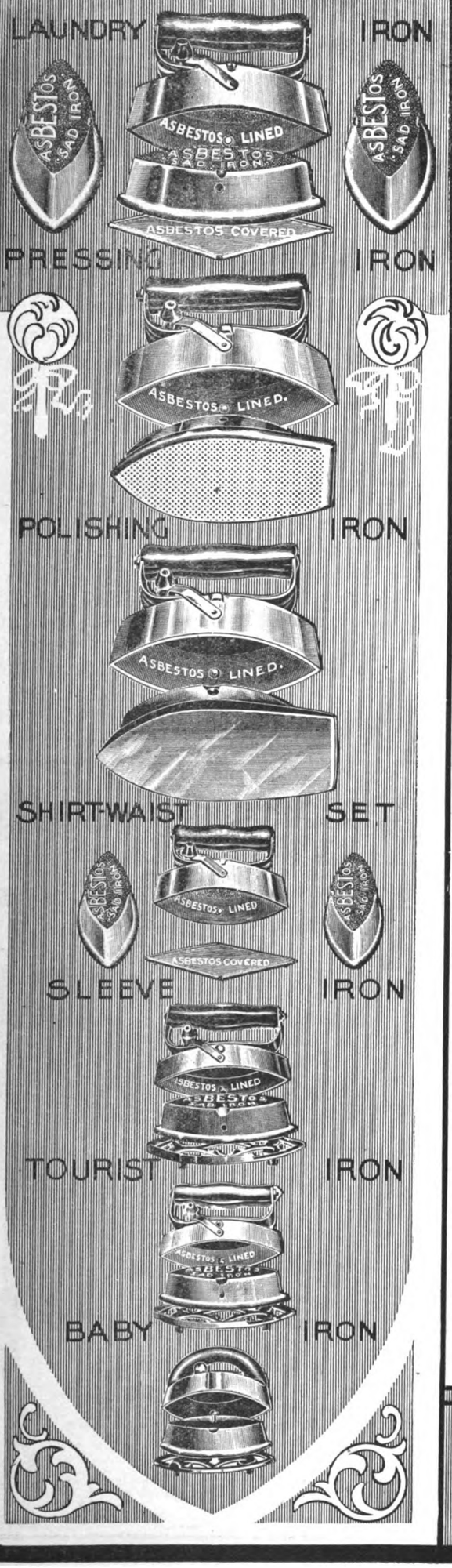
Bonney quality throughout. Parts interchangeable. Not liable to derangement. Not extravagant in price.

Send for circular.

Bonney Vise & Tool Works, (Inc.)

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ASBESTOS SAD IRONS

FOR HIS HEARTY SUPPORT DURING 1903.

We desire to thank every jobber and retailer in the Country, whether he has sold one set or many car loads of

ASBESTOS SAD IRONS

The year has been very kind to us. We realize the debt we owe to our friends the Hardware men, large and small, and have endeavored to show our appreciation of this by enlarging and improving our entire line of Asbestos Sad Irons in every way, so that we are now placing before you the only complete line of sad irons ever made, comprising every iron which could possibly be required for use in the home.

We have recently expended several thousand dollars in revising all patterns, dies &c , which go to make up ASBESTOS SAD IRONS. These improvements have put our goods in a class by themselves and they now conform very closely to the high-class advertising we are giving them.

"The Laundry Sets, Pressing, Polishing Irons and Shirt Waist Sets are now packed in neat lock cornered sliding cover Boxes, one set or iron to the box and crated.

Sleeve, Tourist and Baby Irons are packed in cartons, one iron to the carton and boxed.

This is not alone an ideal method of packing the goods, but also insures their reaching the consumer in the very best of order.

We shall continue to show our appreciation by giving your wants our best and most careful attention.

ASBESTOS SAD IRONS

are carried in stock by the leading jobbers. If yours does not have them, we will thank you to advise us and we will see that your needs are supplied.

THE DOVER M'F'G. CO.

CANAL DOVER, OHIO.

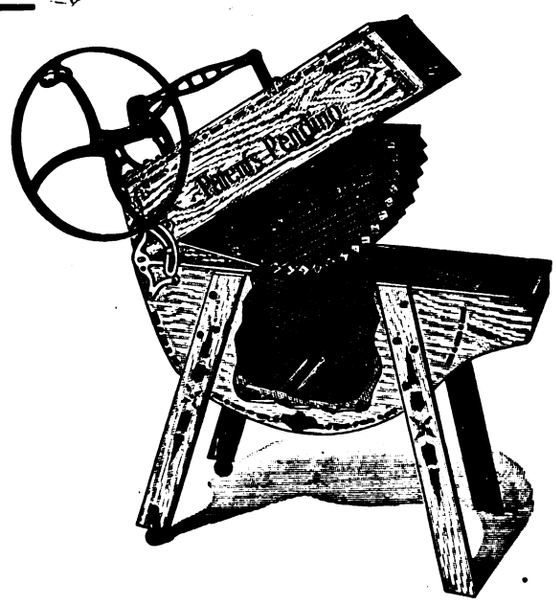
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THE HIGHEST MARK

Of popular approval is enjoyed by our Boss Washers

A SPLENDID RECORD.

Over 3000 Hardwaremen are selling them at a good profit every day in the year. Every day **"The Boss"** is growing in favor with thrifty housewives.

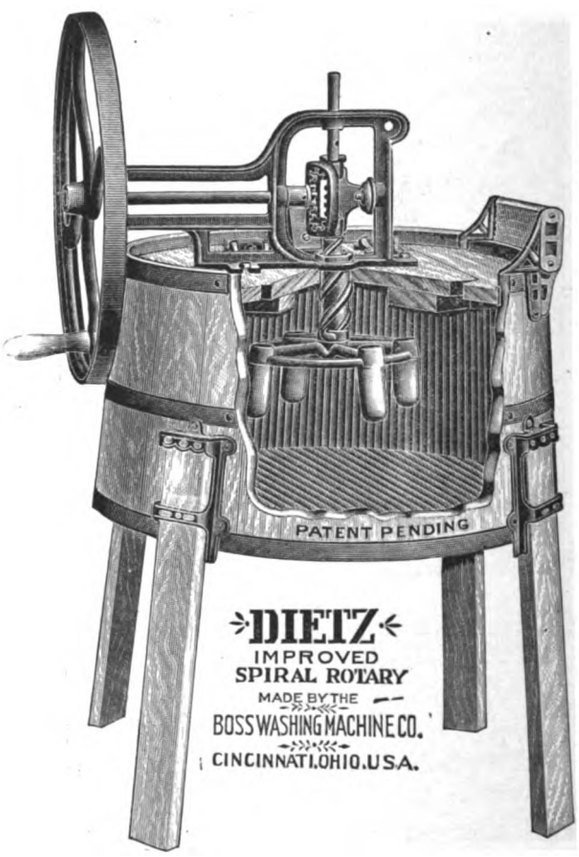


The Reason For This?

Plain enough. Our every Washer is a model of perfection in construction and utility.

The interior, the exterior, the adjustment—in fact every detail of the Boss Washers have been conducive to their popularity.

We manufacture 11 styles. Note our two latest improved 1904 Patterns.



Easy Going?

That's their distinctive feature. Every "BOSS" moves along easily without wear and tear on the finest or coarcest fabrics.

The quality and quantity of work done by THE BOSS has yet to be surpassed.

Easy going, too, when it comes to selling them. No Hardwareman ever experienced trouble on that score.

The "BOSS" For 1904.

Say! Write us, and we'll put you next to our proposition for 1904.

To handle the "BOSS" washers means money for enterprising Hardwaremen.

Be wise and investigate in time.

Mention HARDWARE.

Boss Washing Machine Co.,

Cincinnati, Ohio.

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"'Make Hay While The Sun Shines'

but *by all means*, before selling it bale it with

THE 'GEM' BALER,"

is the consensus of opinion of thousands of satisfied users the world over. It's no small wonder. 35 years' experience has made The "Gem" the Best. As a Continuous Full-Circle Steel Baler



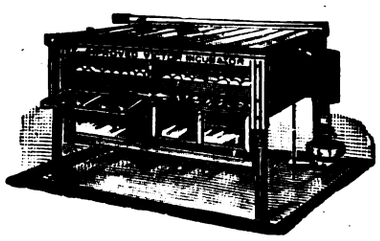
THE GEM IS PEER

among Hay Presses. Because of its construction it is the most simple, most durable and most easily operated.

It bales the largest amount of hay or straw, 10–18 tons, in the shortest possible time with the least amount of wear and tear on the team or horse—one only being necessary to operate the largest press.

A BUSINESS BREEDER

Six carloads shipped in a single day and over 100,000 pleased customers is the enviable record of



THE VICTOR INCUBATOR

Its' increasing popularity among poultry breeders is phenomenal for no other reason than this: The Victor is built on scientific lines and is mechanically perfect in every respect.

It does the business as a Breeder and breeds business, and one pleased customer brings you others.

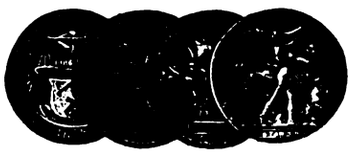
Send for our catalogue and prices. They will interest you.

GEO. ERTEL CO.,
QUINCY, ILL.

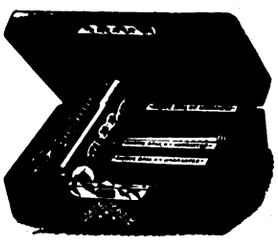
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"Star" Safety Razor Case.

5,000,000 and over—daily users enjoy the luxury of self-shaving with the **Genuine Star Safety Razors**

Our catalogue is replete with information about our full line of **Star Safeties** prices and discounts for 1904

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Army Outfit "Star" Safety Razor.

KAMPFE BROS.

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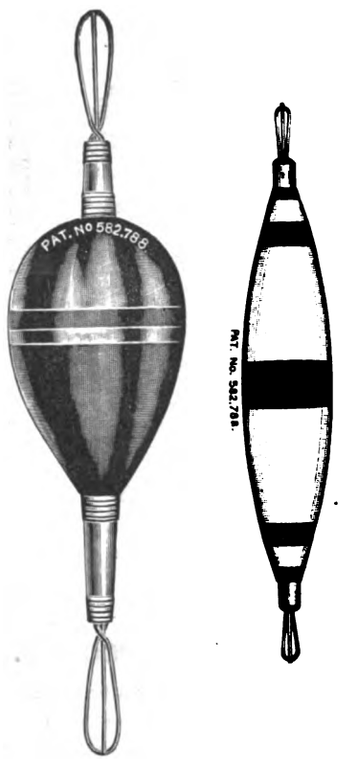
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'Twould be a waste of ink to attempt to enlarge further upon the merits of our

Patent Floats

Their reputation among sportsmen talks loudest in their behalf.

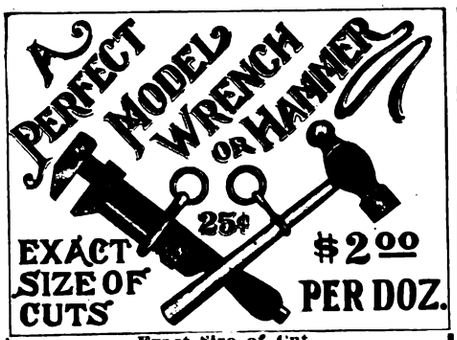


The material of which they are made is tougher, lighter and more buoyant than cork. Practically indestructible. They have proved business baits for sportsman's trade.

Stop and consider our Patent Floats before sinking your money into inferior goods for 1904.

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Exact Size of Cut.

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, on consignment, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

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THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OR MATERIAL, AND FINISH.

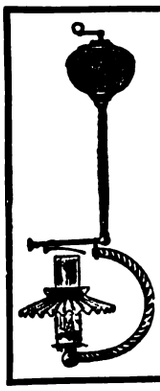


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THE "CROWN" INCANDESCENT GASOLINE LIGHTS

Latest and most Perfect on the Market

Write for Catalogue and Prices

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"BLUE BOOK" CREDITS OF THE HARDWARE IRON & METAL TRADES.

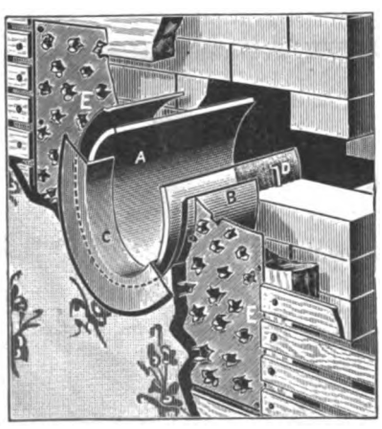
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GENDRON'S CHIMNEY THIMBLE

It overcomes all Chimney Thimble difficulties such as bulging of plastering, soiling of walls and wall paper by water; also defective flues. It is

A Positive Prevention Against Fire.

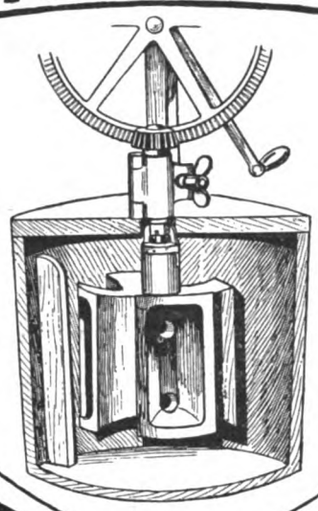
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L. A. GENDRON & CO.,

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THE ONE MINUTE CHURN

(Protected by 57 Patents.)

Produces the finest quality of granular butter in a minute. It is the ONLY PERFECT MILK AND CREAM AERATOR CHURN on the market, churning sour and sweet cream in less time than any other churn. Made of the best material. Construction is perfect in every detail. All parts interchangeable and carried in stock. Runs easily. Seven sizes, one quart to 13 gallons. For farm and family use.

Special offer to Hardware dealers for 1904. Mention HARDWARE.

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The One Minute Churn Co., Inc.

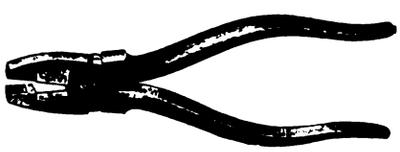
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I. M. MURPHY, President

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DROP FORGED TOOLS

Manufactured by

IRVINGTON MANUFACTURING CO.,



AN ATTRACTIVE LINE

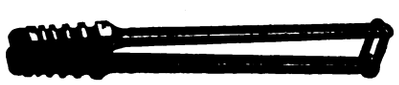
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Write for
New Catalogue
Now Ready
Showing increased line.



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SELLING AGENTS

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GOOD AGENTS WANTED TO SELL

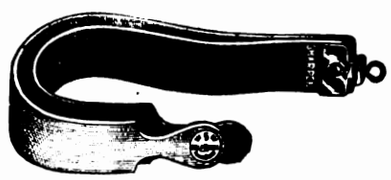


No Honing Necessary

where the

W. & W. Self Honing Razor Strop

is used



This strop is subjected to a chemical treatment (no grit) which will not wear off and which acts like magic on a razor.

Will not injure the most expensive razor and is always ready for use.

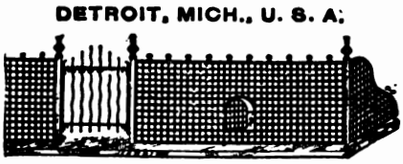
Liberal Discounts to Dealers.

American Razor Strop Co.,

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J. E. BOLLES IRON AND WIRE WORKS

DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

Salesmen Wanted.

SALESMEN WANTED--Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

Wanted.

WANTED—First Class Cutlery Men, one for the State of New York, one for the State of Pennsylvania and one for New England, to sell our line of Butcher Knives, Slicers, Kitchen Knives, &c. None but first class men, covering the territory thoroughly, will be considered and to such we will make a liberal commission and exclusive agency proposition. Address "J," care of HARDWARE.

SITUATION WANTED—As Travelling Salesman for a Stove or Hardware House. Have had ten years' experience in buying and selling stoves and general hardware. Sober and of good address. Can give good references. Address J. O. L., Box 94, Fincastle, Va.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.

Send for Catalogue.



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Galvanized. Low in price. Secure, strong, handy, immovable, unbreakable. Circulars, samples and quotations mailed on request.
THE METAL STAMPING CO., Niagara Falls, N. Y.



For Butler's Pantry Doors and all other Swing Doors the

"BARDSLEY" CHECKING SPRING HINGE

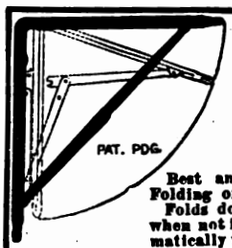
is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the center. It goes in the floor under the door. **Made in 6 sizes.**

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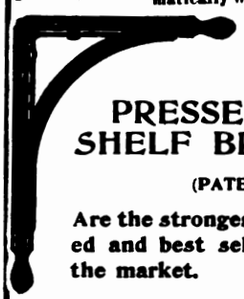
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Chicago, Ill., 86 Lake St. Boston, Mass., 19 Pearl St.
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GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



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(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

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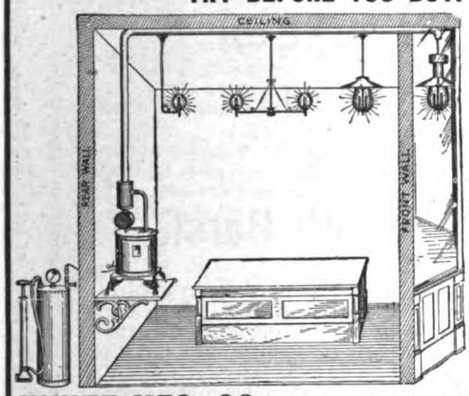
Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.

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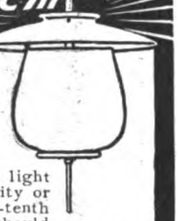
TRY BEFORE YOU BUY.



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your Diagram for Estimate. We are manufacturers, not assemblers. Avoid cheap imitators who demand money in advance.

WHITE MFG. CO. 193½ Michigan St., Chicago, Ill.

Ann Arbor Lighting System



BE INDEPENDENT

of the gas and electric light companies.

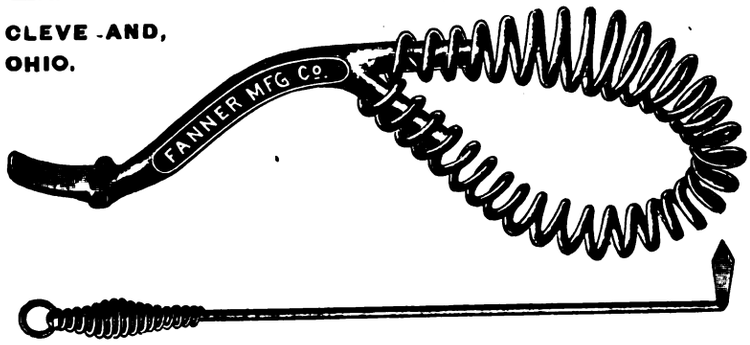
With an Ann Arbor Lighting System you can light your store better and cheaper than with electricity or gas. And the cost of operation is only about one-tenth as much. If you are using kerosene lamps, you should be particularly interested. Fuel is gasolene, absolutely safe, and permitted by the National Board of Fire Underriters.

If you want a store that will draw trade, write today for information and introductory offer. Liberal proposition to agents. Write for Booklet A on Lighting System, and Booklet C on Lamps for store and house.

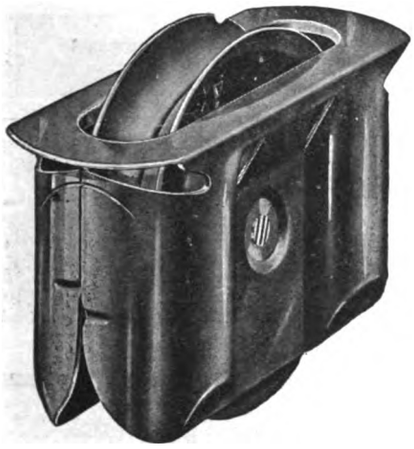
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210 Second St., ANN ARBOR, MICH.

THE FANNER MFG. CO.,

CLEVE-AND, OHIO.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

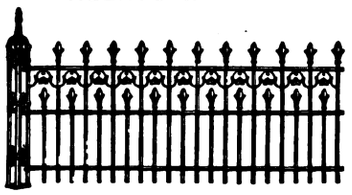


"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

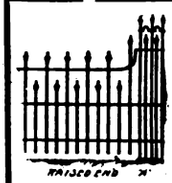
are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

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ALL JOBBERS.

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FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

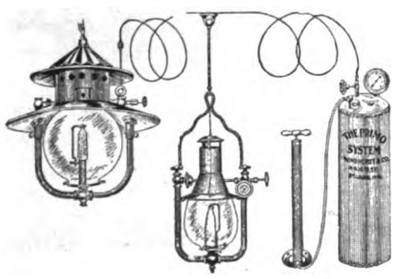


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Joist Hangers; Lawn Furniture; Fencing, etc.

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Gasoline Systems, Gas Machine and Lamps are FAMOUS.

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102 N. 12th St. ST. LOUIS, Mo.



The Crystal Fountain Wator Filter

A Rapid Flowing Filter.

Perfect and Durable Construction.

Easily cleaned with an Automatic Patent Abrasive Cleaner.

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SQUIER FILTER CO., Dayton, Ohio. U. S. A.

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SPECIAL GOODS MADE TO ORDER.
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Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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Address Dept. H,
THE
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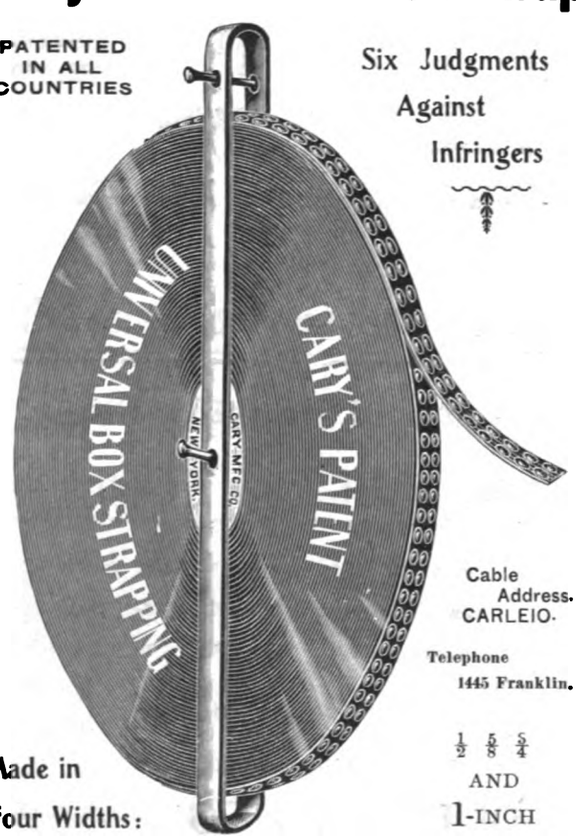
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CHICOPEE, MASS.
MANUFACTURERS OF
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All sizes, ½ in. to 2½ ins. Send for Catalogue.

DUNBAR BROTHERS
STEEL OIL TEMPERED SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE
BRISTOL, CONN.

Cary's Universal Box Strap.

PATENTED IN ALL COUNTRIES

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Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

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BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B..... 60c
G. D..... per M 34@ 35c
F. L..... per M 40@ 45c
G. E..... per M 50@ 52c
Musket..... per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M....20&5%
B. L. Cape (Sturtevant Shells) $2.00 per M..... 20%
All other Primers per M $2.00.
In ¼ Boxes..... 20&5%
In 1-10 Boxes..... 20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50..... 10&5%
38 C. F., $7.00..... 10&5%
22 cal., Rim, $1.50..... 10&5%
32 cal., Rim, $2.75..... 10&5%
B. B. Caps Con. Ball, Swgd..... $1.90
B. B. Caps, Round Ball..... $1.40
Cent. Fire..... 25%
Target and Sporting Rifle..... 15&5%
Primed Shells and Bullets..... 15&10%
Rim Fire Sporting..... 50%
Rim Fire Military..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges..... 60&5%
Climax, Club, Rival, 10 and 12 gauge..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater Yellow Rival, 1, 12, 16 and 20 gauge..... 20%
Climax, Union League, New Rival, 10 and 12 gauge..... 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder..... 40%
Loaded with Smokeless Powder, medium grade..... 10&5%
Loaded with Smokeless Powder high grade..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag..... $1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25 lb bag..... 1.85
Chilled, 25-lb bag..... 1.85
Dust Shot, 25 lb bag..... 2 25
Markle's Chilled..... 1 85
Raymond's Chilled..... 1.85
Sparks Chilled..... 1 85
Tatham's Chilled..... 1.85

GUN WADS—M 1000—

B. E., 11 up..... $ 60
B. E., 9 & 10..... .70
B. E., 8..... .80
B. E., 7..... .80
P. E., 11 up..... 1.00 } 15%
P. E., 9 & 10..... 1.25
P. E., 8..... 1.50
P. E., 7..... 1.50

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20..... $3.00@$3 25

Animal Pokes—

Iowa Farming Tool Co.: M doz.
Hawkeye..... $3.25
Western..... 3.75

Anti-Rattlers—

Fernald, Wire..... 50&10%
Burton's..... 50&10%
Gem..... 60%
Steel Drive..... 40%
Kohler's: M gro.
Invisible, No. 3..... $5.00
Perfect, No. 2..... 7.20
Bolt Holder, No. 1..... 9.00

Anvils—

American "Horse-Shoe"..... 9¼c
Arm & Hammer..... 8¼@8¾c
Eagle Anvils, M lb, net..... 7¼@8c
Hay Budden, Wrought..... 9@9¼c
Horse Shoe Brand..... 9@9¼c
Peter Wright's..... 10¼c
Trenton..... 9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%
Bench Anvils, Phoenix..... 40%

Augers and Auger Bits—

Boring Machine, Snells..... 70%
Com. Auger Bits..... 70@70&10
Forstner Pat. Bits..... 25%
Ford Auger Bit Co.:
Auger Bits..... } 40@ 10&10%
Car " ..... }
Machine Bits }
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip..... 25&10%
Car Bits, No. 10..... 25&10%
Car Bits, No. 30..... 40&7½&10%
Ring Augers..... 60&7½&10%
Jennings' Pattern..... 50&10%@60%
Snell's Auger and Car Bits..... 60%
Extra..... 60%
No1..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car..... 40%
Jenning's Pattern Machine..... 25%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—

Ames..... 25&10%
Bonner's Adjustable..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3..... 25&10%
Hibbard's Adjustable..... Net prices
Ives..... 25&10%
Millers Falls, Goodell..... 15&7½&10%
Swan's..... 50%
Universal, each $4.50..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co..... 25&10%
Clark's small, $18..... 50&10%
Clark's large, $26..... 50&10%
Ives' Model, M doz. $60..... 50%
Swan's..... 60%

DOUBLE CUT GIMLET BITS—

Common, net..... $2.75@3.00
German Pattern, net..... $1.00@4 25
Mayhew's Diamond M doz. $1.25..... 40%
Swan's..... 40&10%
C. E. Jennings & Co..... 45&10%
Ladds..... 60&10%
Mayhew's..... 40&10%
Snell's Bell Hangers..... 60%

TWIST DRILLS—

Bit Stock..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@6), 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co..... 40&10%
L'Hommedieu's..... 15&10%
Snell's..... 40&10%
Watrous'..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad..... 40&10%
Handled Scratch..... 40&10%
Patent Peg..... 50%
Sewing, Com..... 88c@$1.00
Shouldered Peg..... 50%
Shouldered Brad..... 50%
Socket Scratch M doz..... $1.00
Stanley Rule & Level
Handled Brad..... 30&10%
Patent Pegging..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, M doz. $7.50; No. 20, M doz. $10..... 60%
Brad Sets:
No 42, $10.50; No. 48, $12.50..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7..... 50%
Ice Awls..... 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles..... 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50..... 30&10%

Axes—

First quality, best brands..... $5.50@6.00
First quality, Jobbers' brands. 5.25@5.75
Beveled, add 25c. M doz.
Firemans Bradleys..... 50%
Ice "..... 30%
Bradley's wide bit, net..... $10.50
Long Island, net..... 9 00

HATCHETS—

Hunt's Underhill's or Blood's..... 40&10%
Plumb's:
Shingling, etc..... 33⅓&5
Broad and Bb'l..... 33⅓%
Boys Axes..... 33⅓&5
D. Simmons & Co.:
Broad..... } 50&10%
Shingling and Claw..... }
Lath, Hunters', etc..... }
Picks and Mattocks..... 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (86 in case)..... .15 ea.
2 " " " ..... .25 "
10 " firkins (6 in case)..... $1.20 "
25 " ..... 2.75 "
50 " kegs..... 5.00 "
100 " ..... 9 00 "
200 " ¼ bbls..... } .08½ lb
375 400 lb " ..... }

Balances—

Chatillon's:
Light Class A..... 40&10%
Circular Balances, Class C..... 50%
Ice Balances, Class B..... 50%
Straight Balances, Class A1 and A2. 40%
Large Dial, Class D..... 30%

Balances, Sash—

Caldwell's..... 50%
Pullman's..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National..... 30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50..... 25@30%
Tinned, each, $9.00..... 25@30%

Bells—

HAND—

Extra Heavy Brass..... 60@60&10%
Light Brass..... 60&10%
Pure Bell Metal..... 55@60%
Silver Chime..... 33⅓@35⅓&10
White Metal..... 60%

DOOR—

Trip, Gem..... 50&10%
Alarm, Abbe's..... 40@40&10%
Alarm, Yankee..... 50@55%
Gong, Abbe's..... 40&45%
Gong, Yankee..... 50@55%
Lever, R. & E. Mfg Co.'s..... 55@55&10%
New Departure..... 45@50%

COW—

Common Wrought..... 75%
Kentucky..... 70@70&10%
Kentucky, Sargent's List..... 70%
Texas Star..... 50%
Western, Sargent's List..... 70@70&10%

Bellows—

Blacksmiths'..... 70%
Hand..... 25&10%
Moulders'..... 25&10%

Belting, Rubber—

Boston Belting Co:
"Boston"..... 50&10%
"Imperial," seamless stitched 45&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... 40&10%
Reliable..... 50&10%
Staple..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand..... 60%
Competition Brand..... 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50..... 50%
Phoenix..... 50%
Seymour Smith & Sons..... 25&10%
Miller's Falls..... 15&10%
Weston's..... 40%

Binder Twine—

Per Pound
Sisal..... 11½c
Standard..... 11½c
Standard Manila..... 12c
Manila..... 12½c
Pure Manila..... 13½c

Bit Holders—

Angular..... 45%
Extension:
Barber's, M doz. $15.00..... 45@50%
Ives' M doz. $30.00..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic M doz. $3.00..... 33⅓&@40%
Excelsior M doz. $5.00..... 50&10&20%
North's..... 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Security Gravity M gr..... $9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel..... 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel..... 60&60&10%
Eddy's..... 60@10&70%
Harts' Steel..... 50@60&10%
Iron Strapped, Japan'd Sheaves. 70&10%
Iron Strapped, Lig Vitae Sheaves..... 60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves..... 40%
Lanes:
Junior, Self Sustaining..... 30%
Pat Automatic..... 30%
Perfect Safety..... 30%
Stowell, Novelty Block..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.... 60&10%
Cast Iron Chain..... 60&10%
Cast Iron Shutter Bolts..... 60&10%
Ives' Patent Door Bolts..... 60%
Wrought Barrel..... 75&10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square..... 50@50&10%
Wrought Shutter, Standard list. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list..... 50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts..... 65&5%
Machine, Plain Nuts..... 65%
Carriage, Common..... 60&10%&10@70
Norway Iron, list Oct. '84..... 80%
Phila., Eagle, list June 1, '99..... 80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted..... 72½%
Eagle Phila..... 82½%
Norway, Phila..... 80%
Common..... 72½& 10%
Norway, Phila..... 80%
Portchester, Norway..... 80%
Phila..... 80%

STOVE AND PLOW—

Plow..... 60%
Stove..... 80%

MISCELLANEOUS

Sink..... 60

Bone Mills.

Enterprise..... 25@30%
Stearns..... 40%

Borers, Tap

Enterprise..... 20@25%
Each..... $1.25, $1.65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6..... 33⅓&10%
No. 10..... 16⅔&10%
Common Ring..... 20&10%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'.....		8 &10
Millers Falls.....	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax.....		40%
Phillips.....		$4.00 net.

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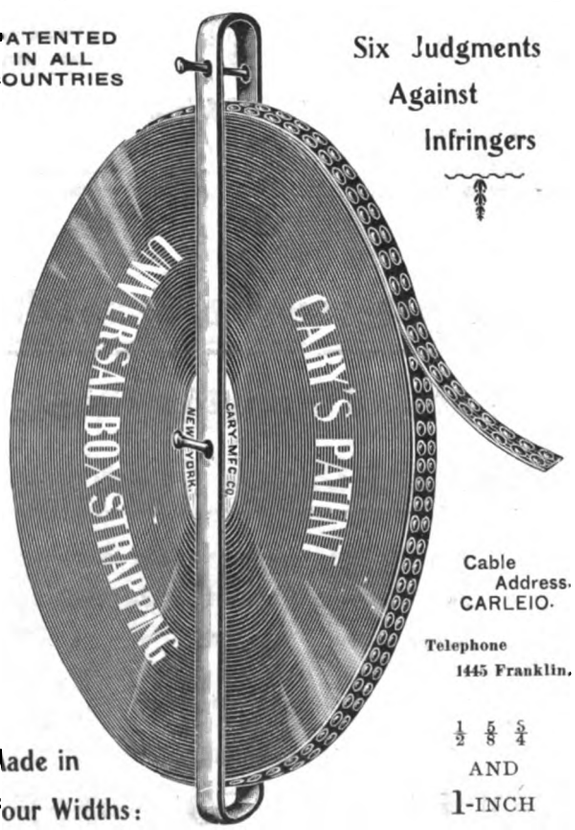
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All sizes, ½ in. to 2½ ins. Send for Catalogue.

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STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
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BRISTOL, CONN. P.O. BOX 416

Cary's Universal Box Strap.

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Cable Address. CARLEIO.

Telephone 1445 Franklin.

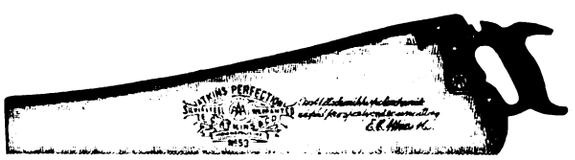
Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

CARY MANUFACTURING CO.
19 and 21 Roosevelt St., New York.

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Chicago, Ill.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Seattle, Wash.
Toronto, Ont., 30 Front St., East.

Factories and Home Offices,
INDIANAPOLIS,
Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B..... 60c
G. D..... per M 34@ 35c
F. L..... per M 40@ 45c
G. E..... per M 50@ 52c
Musket..... per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M..... 20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M..... 20%
All other Primers per M $3.00.
In ¼ Boxes..... 20&5%
In 1-10 Boxes..... 20%

CARTRIDGES—

Blank Cartridges:
3 C. F., $5.50..... 10&5%
38 C. F., $7.00..... 10&5%
32 cal., Rim, $1.50..... 10&5%
32 cal., Rim, $2.75..... 10&5%
B. B. Caps Con. Ball, Swgd..... $1.90
B. B. Caps, Round Ball..... $1.40
Cent. Fire..... 25%
Target and Sporting Rifle..... 15&5%
Primed Shells and Bullets..... 15&10%
Rim Fire Sporting..... 50%
Rim Fire Military..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges..... 60&5%
Climax, Club, Rival, 10 and 12 gauge..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge..25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater Yellow Rival, 1, 12, 16 and 20 gauge..... 20%
Climax, Union League, New Rival, 10 and 12 gauge..... 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder..... 40%
Loaded with Smokeless Powder, medium grade..... 10&5%
Loaded with Smokeless Powder high grade..... 40&10&10%

SHOT—

Drop, up to B, 25 lb bag..... $1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25 lb bag..... 1.85
Chilled, 25-lb bag..... 1.85
Dust Shot, 25 lb bag..... 2.25
Markle's Chilled..... 1.85
Raymond's Chilled..... 1.85
Sparks Chilled..... 1.85
Tatham's Chilled..... 1.85

GUN WADS—per 1000—

B. E., 11 up	$ 60	15%
B. E., 9 & 10	.70	
B. E., 8	.80	
B. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20..... $3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.: per doz.
Hawkeye..... $3.25
Western..... 3.75

Anti-Rattlers—

Fernald, Wire..... 50&10%
Burton's..... 50&10%
Gem..... 60%
Steel Drive..... 40%
Kohler's: per gro.
Invisible, No. 3..... $5.00
Perfect, No. 2..... 7.20
Bolt Holder, No. 1..... 9.00

Anvils—

American "Horse-Shoe"..... 9¼c
Arm & Hammer..... 8¼@8¾c
Eagle Anvils, per lb, net..... 7¼@8c
Hay Budden, Wrought..... 9@9¼c
Horse Shoe Brand..... 9@9¼c
Peter Wright's..... 10¼c
Trenton..... 9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%
Bench Anvils, Phoenix..... 40%

Augers and Auger Bits—

Boring Machine, Snells..... 70%
Com. Auger Bits..... 70@70&10
Forstner Pat. Bits..... 25%
Ford Auger Bit Co.:
Auger Bits..... 40@ 10&10%
Car " .....
Machine Bits .....
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip..... 25&10%
Car Bits, No. 10..... 25&10%
Car Bits, No. 30..... 40&7½&10%
Ring Augers..... 60&7½&10%
Jennings' Pattern..... 50&10%@60%
Snell's Auger and Car Bits..... 60%
Extra..... 60%
No1..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car..... 40%
Jenning's Pattern Machine..... 25%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—

Ames..... 25&10%
Bonney's Adjustable..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3..... 25&10%
Hibbard's Adjustable..... Net prices
Ives..... 25&10%
Millers Falls, Goodell..... 15&7½&10%
Swan's..... 50%
Universal, each $4.50..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co..... 25&10%
Clark's small, $18..... 50&10%
Clark's large, $26..... 50&10%
Ives' Model, per doz. $60..... 50%
Swan's..... 60%

DOUBLE CUT GIMLET BITS—

Common, net..... $2.75@3.00
German Pattern, net..... $1.00@4.25
Mayhew's Diamond per doz. $1.25..... 40%
Swan's..... 40&10%
C. E. Jennings & Co..... 45&10%
Ladds..... 60&10%
Mayhew's..... 40&10%
Snell's Bell Hangers..... 60%

TWIST DRILLS—

Bit Stock..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co..... 40&10%
L'Hommedieu's..... 15&10%
Snell's..... 40&10%
Watrous'..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad..... 40&10%
Handled Scratch..... 40&10%
Patent Peg..... 50%
Sewing, Com..... 88c@$1.00
Shouldered Peg..... 50%
Shouldered Brad..... 50%
Socket Scratch per doz..... $1.00
Stanley Rule & Level
Handled Brad..... 30&10%
Patent Pegging..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, per doz. $7.50; No. 20, per doz. $10..... 60%
Brad Sets:
No 42, $10.50; No. 43, $12.50..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7..... 50%
Ice Awls..... 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles..... 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50..... 30&10%

Axes—

First quality, best brands..$5.50@6.00
First quality, Jobbers' brands..5.25@5.75
Beveled, add 25c. per doz.
Firemans Bradleys..... 5%
Ice " 30%
Bradley's wide bit, net..... $10.50
Long Island, net..... 9 00

HATCHETS—

Hunt's Underhill's or Blood's..... 40&10%
Plumb's:
Shingling, etc..... 33⅓&5
Broad and Bb'l..... 33⅓%
Boys Axes..... 33⅓&5
D. Simmons & Co.:
Broad..... 50&5
Shingling and Claw..... 50&5
Lath, Hunters', etc..... 50&5
Picks and Mattocks..... 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case)..... .15 ea.
2 " " " " ..... .25 "
10 " firkins (6 in case)..... $1.20 "
25 " ..... 2.75 "
50 " kegs..... 5.00 "
100 " ..... 9.00 "
200 " ¼ bbls..... .08½ lb
375 400 lb " ..... .08½ lb

Balances—

Chatillon's:
Light Class A..... 40&10%
Circular Balances, Class C..... 50%
Ice Balances, Class B..... 50%
Straight Balances, Class A1 and A2..40%
Large Dial, Class D..... 30%

Balances, Sash—

Caldwell's..... 50%
Pullman's..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National..... 30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50..... 25@30%
Tinned, each, $9.00..... 25@30%

Bells—

HAND—

Extra Heavy Brass..... 60@60&10%
Light Brass..... 60&10%
Pure Bell Metal..... 55@60%
Silver Chime..... 33⅓@33⅓&10
White Metal..... 60%

DOOR—

Trip, Gem..... 50&10%
Alarm, Abbe's..... 40@40&10%
Alarm, Yankee..... 50@55%
Gong, Abbe's..... 40&45%
Gong, Yankee..... 50@55%
Lever, R. & E. Mfg Co.'s..55@55&10%
New Departure..... 45@50%

COW—

Common Wrought..... 75%
Kentucky..... 70@70&10%
Kentucky, Sargent's List..... 70%
Texas Star..... 50%
Western, Sargent's List..... 70@70&10%

Bellows—

Blacksmiths'..... 70%
Hand..... 25&10%
Moulders'..... 35&10%

Belting, Rubber—

Boston Belting Co:
"Boston"..... 50&10%
"Imperial," seamless stitched 45&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... 40&10%
Reliable..... 50&10%
Staple..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand..... 60%
Competition Brand..... 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50..... 50%
Phoenix..... 50%
Seymour Smith & Sons..... 25&10%
Miller's Falls..... 15&10%
Weston's..... 40%

Binder Twine—

	Per Pound
Sisal	11¼c
Standard	11½c
Standard Manila	12c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular..... 45%
Extension:
Barber's, per doz. $15.00..... 45@50%
Ives' per doz. $30.00..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic per doz. $3.00..... 33⅓@40%
Excelsior per doz. $5.00..... 50&10&2%
North's..... 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Security Gravity per gr..... $9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel..... 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel..60&60&10%
Eddy's..... 60@10&70%
Hartz' Steel..... 50@60&10%
Iron Strapped, Japan'd Sheaves..70&10%
Iron Strapped, Lig Vitae Sheaves..60%
Rope Strapped, Japan'd Sheaves..65&10%
L. V. Sheaves..... 40%
Lanes:
Junior, Self Sustaining..... 30%
Pat Automatic..... 30%
Perfect Safety..... 30%
Stowell, Novelty Block..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..... 60&10%
Cast Iron Chain..... 60&10%
Cast Iron Shutter Bolts..... 60&10%
Ives' Patent Door Bolts..... 60%
Wrought Barrel..... 75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square..... 50@50&10%
Wrought Shutter, Standard list 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list..... 50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts..... 65&5%
Machine, Plain Nuts..... 65%
Carriage, Common..... 60&10%&10@70
Norway Iron, list Oct. '84..... 80%
Phila., Eagle, list June 1, '99..... 80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½&
Bay State, Fluted..... 72½&
Eagle Phila..... 82½&
Norway, Phila..... 80%
Common..... 72½& 10%
Norway, Phila..... 80%
Portchester, Norway..... 80%
Phila..... 80%

STOVE AND PLOW—

Plow..... 60%
Stove..... 80%

MISCELLANEOUS

Sink..... 80

Bone Mills.

Enterprise..... 25@30%
Stearns..... 40%

Borers, Tap

Enterprise..... 20@25%
Each..... $1.25, $1.65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6..... 35½&10%
No. 10..... 16⅔&10%
Common Ring..... 20&10%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5 & 10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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"Especially Interesting
To the Hardware Trade are:"

Dixon's

- American Graphite Pencils
- Silica-Graphite Protective Paint.
- Stove Cement.
- Stove Polish.
- Lubricating Graphite.
- Cycle and Automobile lubricants.
- Belt Dressing—paste and bar.

Joseph Dixon Crucible Co., Jersey City

WRITE FOR PRODUCTION CATALOGUE.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·

The Trade Mark that stands for reliable goods, good finish and prompt shipments



SUGAR KETTLES
6 to 35 gallons. Weight 24 to 95 lbs.



ENGLISH POTS
1 to 20 gallons. Weight 5 to 69 lbs.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

BLACKLOCK FOUNDRY
South Pittsburgh, Tenn.

POST HOLE DIGGERS



That sell because:

They are made of malleable iron castings and blades are pressed and not rolled. This makes them as durable as shovels. All riveting is done by machinery. The blades are absolutely tight and cannot work loose.

Handles are clear selected maple and are 54 inches long.

Blades are sharp and nicely japanned.

These talking points will help you make sales.

We make tacks and nails, too.
Send for circular.
ROCKFORD TACK & NAIL CO.,
Rockford, Ill.

Stowell Mfg. & Fdy. Co.

So. Milwaukee, Wis.

Catalogues for the Asking.

No. 1. Hardware
2. Registers
3. Hay Tools
4. Wire W'kers Goods
5. Door Hangers
6. Malleables

OFFICES AT:

Chicago, St. Louis, Kansas City, Denver, Salt Lake and San Francisco.

PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No. E 90 AS SHOWN 24 Lbs.
No. T 90 WITH TIN SCOOP.
No. 92 BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES CHICAGO.

WALTER A. WOOD,
Mowing & Reaping Machine Company,
Pioneer Manufacturers
and Exporters of . . .
Harvesting Machines

Grain Binders — Corn Binders
Mowers — Reapers
Hay Rakes — Hay Tedders

Factory:
HOOSICK FALLS, New York, U. S. A.
LONDON: 36 Worship St., E. C.
BERLIN: S. O. 26, Elisabeth-ufer 5-6.

50 CENTS A MONTH
Buys Stock in Cooperative Manufacturing Company
50 CENTS A MONTH
Buys a Lot in Cooperative Town
50 CENTS A MONTH
Pays for Both as Lot is Free

Warranty deed to lot and share of stock issued when $50.00 is paid.

Only 50 Cents Just think only 50 Cents

Address with stamp E. THOMPSON WARN,
DIXON, ILLS.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg Co's in case lots:
"Universal,"....20&10&5%
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E Jennings & Co.:
No. 108@114....50&10%
No. 208@214....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's,....80&10@60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

₩ Bright Wire Goods—
Standard. List, June 24,1903.85&10@90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept. '96 30@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint. Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75% } Extra 10% to 10&10
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10% }

Calliners—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ dos., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....30%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&5%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	3.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain.... } 40%
Covert Mfg Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
Galvanized Pump Chain....41¢@45¢c
German Coil, list July 24, '97....60&10&10%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron....60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport. Trace chains....65%
Stake " 65%
Heel " 80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....30%
Moore's "Direct"....50%

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₩ dos.... 80
Phoenix....50%
Socket....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
Bissell's "Cyco" Bearing "American Queen"....$27.00
Bissell's "Cyco" Bearing "Boudoir"....27.00
Bissell's "Cyco" Bearing "Ideal"....25.00
Bissell's "Cyco" Bearing "Gold Medal"....24.00
Bissell's "Cyco" Bearing "Premier"....24.00
Bissell's "Cyco" Bearing "Prize"....24.00
Bissell's "Cyco" Bearing "Welcome"....24.00
Bissell's "Cyco" Bearing "Superior"....24.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed....23.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed....24.00
Bissell's "Standard," japan trimmed....20.00
Bissell's "Standard," nickel trimmed....22.00
Bissell's "Crown Jewel," japan trimmed....19.00
Bissell's "Crown Jewel," nickel trimmed....21.00
Bissell's "Cyco" Bearing "Parlor Queen"....30.00
Bissell's "Cyco" Bearing "Crystal"....36.00
Bissell's "Cyco" Bearing "Grand"....30.00
Bissell's "Cyco" Bearing "Club"....54.00
Bissell's "Cyco" Bearing "Hall"....60.00
Subject to quantity rebates as follows:
8 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Wisses"....9.00
(Subject to quantity discounts.)

National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen. Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch. Roller Bearing, Nickel 28 00
Monarch. Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing. Regular Finishes, full Nickel, 24 00
Transparent. Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix....
Ohio Tool Co....
P. S. & W.... } 70
Swan....
Witherby....
L & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70.. 16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%

COLD CHISELS—
Good quality, ₩ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ₩ dos
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8 75 15%
1902 Chicago....Each 10.75 15%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Starrett's Fay's Patent Spring Calipers and Div....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....5%&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork Screw Co....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson....₩ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ₩ dozen net....$8.00

Corn Hooks— ₩ dos
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....25%
Snell's....¼&5%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....30%
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.88
Emerald....5.00
Oriole....5.00
Rainbow....8.13
Solid....7 50
Tailors, Black $5 62. Red & Blue$9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
The Metal Stamping Co. Ideal,..30&10%
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ₩ dos. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓@40%

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....30%
Perfect....65&10&10
Star (Coil), list Oct. '95....30%
Torrey's Rod....50@50&10%
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....25@25&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P S & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls each $3 00.15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench....30%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

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Whittemore's Polishes

The World's Standard.



Oldest and Largest Manufacturers of Boot Polishes in the World.

BOSTON, MASS., U. S. A.

"BON-TON" OIL POLISH

For blacking and polishing Ladies' and Misses' kid and all fine black shoes. The only Ladies' Shoe Polish that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Once used, always used. Finest quality in the World. With cork, wire and sponge; shines without brushing; always ready to use.

Price, per gross $14.00

Discount, 10 per cent.

"SUPERB" POLISHING PASTE

For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.



Price, per gross, large tin boxes $6.50
Price, per gross, small tin boxes $3.50

Discount, 10 per cent.

"DANDY" COMBINATION

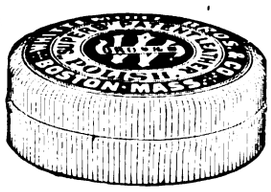
For cleaning and polishing all kinds of Russet, Brown or Yellow colored Boots and Shoes.

Price, per gr., large size $14.50
"Star" size, per gross ..... $ 7.50

Discount, 10 per cent.

"DANDY" POLISHING PASTE

For polishing all articles made from Russet, Brown or Yellow Leather.



Price, per gross, large tin boxes $6.50
Price, per gross, small tin boxes $3.50

Discount, 10 per cent.

"ELITE" COMBINATION



The ONLY first-class article for Ladies' and Gents' "BOX CALF," "VICI KID," and all Black Shoes. The ONLY Polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Price, per gr., large size $15.00
"Baby Elite" size, per gr 8.00

Discount, 10 per cent.

PRIZE MEDAL "ROYAL GLOSS"



For Ladies' and Misses' Black Shoes. Warranted superior to any $8.00 polish in the market, shines without brushing.

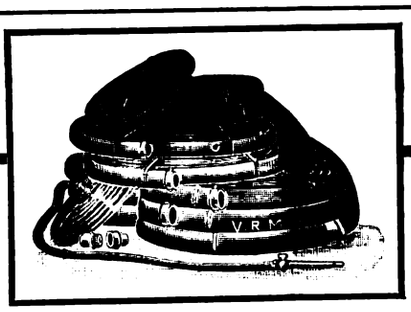
4-oz bottles, with cork, wire and Sponge, in sawdust, per gross, $7.50
Bottles in Cartons, per gross .. $8.00

Discount, 10 per cent.

All first-class articles that suit everyone.

If you are not suited and want the Best, send us a trial order.

Orders can be sent through any commission house in London, New York or Boston. Above prices f. o. b. Boston or freight paid to New York.



Veorhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

Learn Advertising

There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced employees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for himself a place in the advertising world.

Many of those who have followed my instructions now hold positions with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of another large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Literature. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual advertising business. It is therefore the most practical course. "A Business Course for Business Men."

If you are dissatisfied with your present salary, if your work is uncongenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES,
28 SPRUCE STREET,
NEW YORK.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. ..... 25@30%

Egg Beaters—

Keystone 33⅓%
Spiral ..... ℔ gro. $4.25@$4.50
Standard Co. ..... Net prices.
Taplin Mfg. Co. ..... Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ℔ lb. ..... 10c } 20%
No. 54 to 150, ℔ lb. ..... 10c } 20%
Flour, ℔ lb. ..... 8c }

Enamoline— ℔ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ℔ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3.25

Faucets—

Brass Globe Cocks ..... 65@65&10%
Brass Racking ..... 65@65&10%
Compression Bibbs ..... 65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh ..... 65&10@70%
Fin ..... 65@65&10%
Frary's Iron Petroleum ..... 60@60&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ℔ doz. $36.00 ..... 40%
Lanes ..... $40.10&2½

Files—

DOMESTIC—
New List, Nov. 1, 1899.

American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's ..... 75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files ..... 30@30&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acorn 50%
Fulper's Natural Stone ... $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ℔ doz. $78.00
Level Winding Steel Pivot Reel ℔ doz. $66.00
Auto Even Spooler ..... ℔ doz. 30.00
Gun Cleaner ..... ℔ doz. 4.20
Lightening Fish Scaler .. ℔ doz. 3.00
Fish Hook Shield ..... ℔ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... net prices

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Geneva:
Two-Tine Hay and Boy ....50&10&5%
Three Tine Hay and Boy ..... 60&5%
Sanford Pattern, Two and Three Tines ..... 50&10&5%
Four-Tine Hay 66⅔%
Long Three Tine, Grain, &c. .. 65%
Long Four Tine Header, &c. 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler 65%
Four Tine Baler 65%
Barley and Grain ..... 60&20%
Champion Hay 66⅔%
Champion Manure ..... 60&15&2½%
Champion Header 65%
Four-Tine Manure ..... 60&15&2½
Five and Six Tine Manure 66⅔&2½%
Spading Forks ..... 70&2½%
Potato Digging ..... 60&10%
Baling Press ..... 60&12½
Stable and Fish ..... 50&10&5

Heavy—
Sugar Beet 50%
Vegetable Scoop 50%
Coke and Coal 50%
Cotton Seed 50%
Sluice 50%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster ..... 40&10%

Fruit, Wine and Jelly Presses.

Enterprise ..... 30@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
℔ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
℔ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	℔ 1000 ft.	
Hemp Fuse	$2.60	5@10%
Cotton Fuse	2.90	
Single Taped Fuse	3.25	
Double Taped Fuse	4.20	
Triple Taped Fuse	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—

"Diamond" Gimlets, ℔ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@60%

Graphite, Lubricating.

Dixon's Pure Flake
632– 1 lb. cans, ... 20 cts. ea.
633– 5 " screw top tin cans, 85 cts. ea.
634– 10 " " " $1.60 "
644– 25 " boxes, ... 15 cts. lb
645– 50 " " ..... 14½ cts. lb
646–100 " kegs, ... 14 cts. lb.
647–350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%
P. S & W ..... 30&10@40
Reading 60%

Gunpowder—

See Ammunition.

Gun ads—

See Ammunition.

Hafts—

Britton's ..... ℔ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 40&5%
Sisal Rope 30%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3. $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ℔ doz. net $2.50
Maydole's ..... 33⅓&5@40&10%
Phoenix, Tack ..... 40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... 70&2½%
3 to 5 lb ..... 70&12½%
Over 5 lb ..... net
Wilkinson's Smiths ..... 9½c@10c ℔ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ℔ doz., $15.00

Handles—

WOOD—

Auger, assorted ..... ℔ gr. $2.75@3.00
Auger, large ..... ℔ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Auger, Swan's Pat., ℔ set, No. 3, $1.00; No. 4, $1.25 ..... 25&10%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓%
Brad Awl ..... ℔ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ℔ doz., net 1.50
File, assorted ..... ℔ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ℔ gr. $2.25@2.75
Hammer, Hatchet, ... 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ℔ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles ... 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ℔ doz.
Lane's:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ℔ 100 ft. net, $3.75
Cronk's Roller Bearing ..... 60&10%
Cronk's Steel, cov'd, Loose Axle 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ℔ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard ..... net, $3.35
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2 75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft.. $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ℔ doz. 50%
Wrought ..... 85&10@90%
Wrought, Stanley 90%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley ..... 60&10&10%

Hay Tools—

F. E Myers & Bro.:
Comb. Car, Double Steel T $7.00
Comb. Car, Wood Track 7.00

Common 6 in. Wood Sheave Pulley, Fig. 448 ..... ℔ doz. 3.25
D. H. Fork Steel Regular ... each, 1.00
Double Grapple Fork ..... each, 7.00
Double Rail Steel Track, complete with clamps ..... ℔ ft. .20
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... ℔ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ℔ doz. 3.80
Floor Hooks, ¾ in. ..... ℔ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 ..... ℔ doz. 4.50
Hanging Hooks for Double Steel Track ..... ℔ doz. 1.40
Hanging Hooks for Single Steel Track ..... ℔ doz. 1.40
Hanging Hooks for Wood Track, 10 in. ..... ℔ doz. 1.00
Hanging Hooks for Wood Track, 16 in. 1.30
Malleable Frame K. P. Pulleys, Fig. 676 ..... ℔ doz. 4.60
Malleable Rafter Brackets, ℔ doz.
Nellis Fork ..... each, 3.00
New Myers Iron Rod Car 7.00
Reed Wood Frame Pulley with Hook, Fig, 434 ..... ℔ doz. 4.00
Rev. Car., Double Steel Track 7.00
Rev. Car., Wood Track 7.00
Rope Hitch ..... ℔ doz. 3.00
Single Rail Car, Single Steel T ... 7.00
Single Rail Steel Track with clamps ..... ℔ ft. .20
Sprout's Shear Fork, each $1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ℔ doz 3.20
Sure Grip Sling Car, Steel or Wood Track 12.00
Walker Fork, each 3.50
Wrought Rafter Brackets ℔ doz .70
Discount on above, 10%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ℔ doz. net $10
Iwan's Hay, Imp. Serrated ℔ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw ..... 40&10%
Lightning, from jobbers ..... 60&5%
Wadsworth's ..... 40& 10%

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ℔ lb, 8½c. / 14 to 20 in., ℔ lb, 8½c. / 22 to 36 in., ℔ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges ..... 80&5%
Heavy Strap Hinges .... 80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges ..... 75&5%
Extra Heavy T Hinges ..... 80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T ..... 80&20
} Extra 10%@10&5%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 15%
Chicago 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ℔ doz. $7.80 ..... 60%
N. E., Reversible, ℔ doz. $5.60 ..... 60%
N. Y. State, ℔ doz. $4.90 ..... 60%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ℔ doz. $4.20 ..... 60%

BLIND HINGES—

Baitinger & Berkley ..... 50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Parker ..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 70&10%
W. H. Co.'s No. 2 Mortise Gravity ... 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ℔ doz. sets. 50&10%

Hitching Cords—

Covert Mfg. Co. 45%
" " " .....
Hitchers Stall 35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island 7%
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery .. 66⅔&12½%
Street and Mortar ..... 70&10&10%
Blackland or Southern Meadow ... 75&5%
Geneva Planters' ..... 75&12½%
Straight Shank Planters .... 7 &10&7½%
Mississippi Planters' ..... 75&10&7½%
Geneva Cotton ..... 70&10&10%
Ladies' Cotton ..... 75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton ..... 75&10%
Weeding Hoes ..... 66⅔&15%
Turf Edgers ..... 50&15%

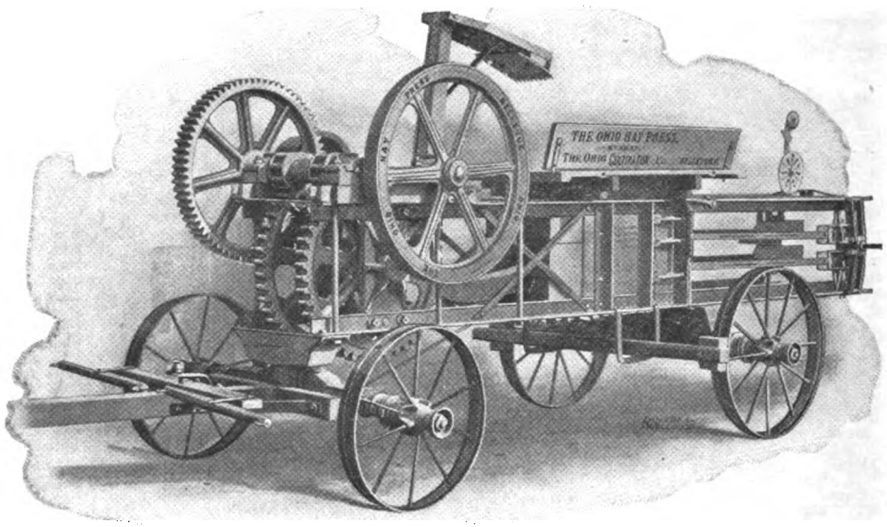
Hoists, Chain—

"Moores'," Anti-Friction 30%
" Hand Hoist 20%

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The Ohio Hay Press

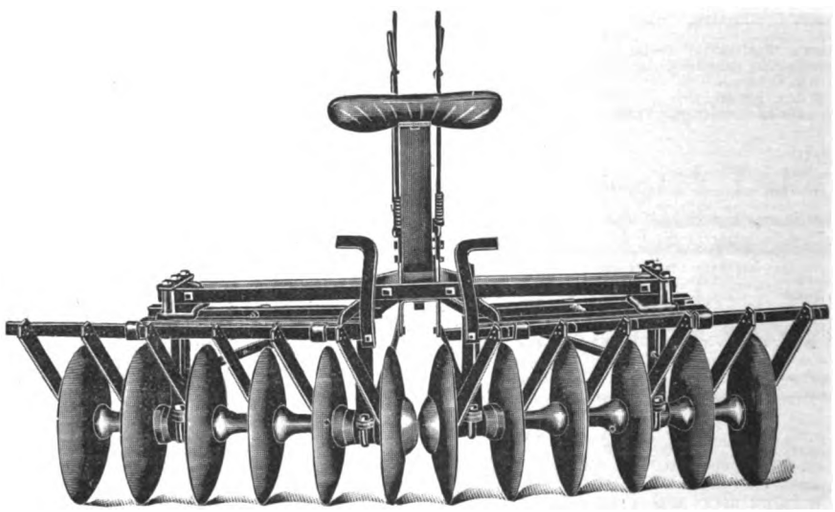
The Lightest and Strongest Press on the Market



Conceded to be the Best

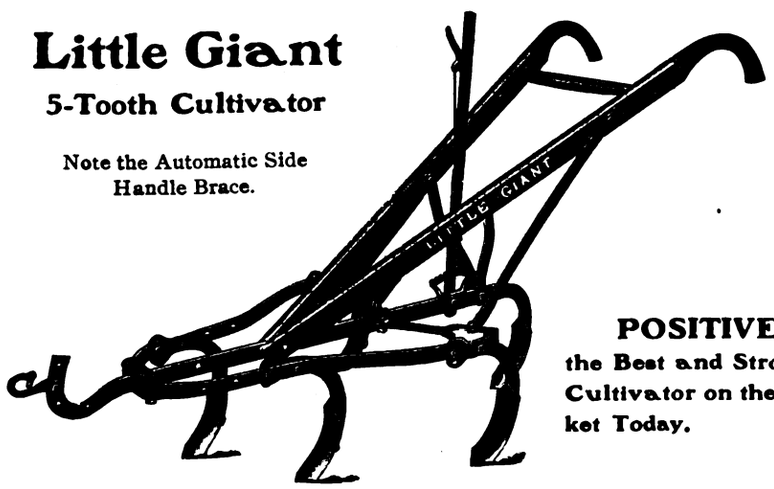
The Bellevue Anti-Friction Disc Harrow

Furnished in either 16, 18 or 20 inch discs.



Little Giant 5-Tooth Cultivator

Note the Automatic Side Handle Brace.



POSITIVELY the Best and Strongest Cultivator on the Market Today.

WRITE FOR CATALOG, PRICES, ETC.

The Ohio Cultivator Co.

BELLEVUE, OHIO, U. S. A.

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretzinger Cut-Eay.....₰ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list.....50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₰ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ₰ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50&10&5%
Wire Coat and Hat, Gem....50&10@50&10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....₰ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	26c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos	6	7	8	9	10.	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	80&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₰ lb						13c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45&50%
Sisal.....20.

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₰ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net
Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 35, ₰ doz. $6.00..25@30%
No. 84, ₰ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₰ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson Butcher Knives.....net
Knives, Hay and Straw—
See Hay Knives.
Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%
Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2¼ in. Bead, ₰ gr. .....$1.25@1.50
Carriage, Jap.....₰ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net
Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4 00
4 " 5.00
8 " 6.50
} 25%
Latches— ₰ doz.
Cronk's Barn Door.....Net, $2.00
Lathe Disc Sharpener—
The B-B Mfg. Co.:
₰ doz., net.....$30
Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style F., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$5.00	$6.25	$8 50	each net

Pennsylvania.....60&10%
Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
₰ doz. $12.00	$15.00	$24.00	..30%

Kobler's:
Daisy.....net, per dozen $7 50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20
Lawn Swings Easy— ₰ doz
Ulrich Mfg. Co.....$85.00
Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20
Lead Pipe, Etc. ₰ lb
Bar Lead.....5@5¼c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ₰ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₰ doz. $6.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Rush, ₰ doz. $9.60
Jennings' Star.....₰ doz. $1.90@2.00
Little Giant.....50@50&3%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....₰ doz. $6.00 30&10@40%
Wood, Common, ₰ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½, $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₰ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Col. ₰ doz. $7.50 20%
Wire Clothes, 100 feet, Nos. 18 to 20, 40@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R. & E. Mfg. Co.....45&10%
Reading Haldware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₰ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....85&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	8	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₰ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos	5	10	12	20	22	32
Each	$2	$3	$2.75	$5	$4 50	$6

Home No. 1, ₰ doz. $22-75.....50&10%
Little Giant.....33⅓&40%

Nos	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₰ doz.....30&10@40%

Nos	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₰ lb
Defender.....18c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₰ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%
Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₰ doz. $30.....40%
Mop Wringers—
Matchless (Canton, O.), ₰ doz....$12.00
Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@c6&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....35%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ₰ gross....$21.00
" less quantity, ₰ dozen.. 2.00
Nail Pullers—
Ajax, 5 lbs.....₰ doz. net $7.50
Black Hawk, ₰ doz.....$9.00
Cyclops.....40&10%
Eclipse.....₰ doz. 15.00, 25&10&10%
Eureka, No. 74.....₰ doz. net $8.50
Eureka, No. 75.....₰ doz. net 5.00
Giant No. 1, ₰ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₰ doz. $18.00, 30%
National.....₰ doz. 24.00, 40%
Pelican.....₰ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₰ doz. 4.25
" No. 3 D.....₰ doz. 3.75
Large,
" No. 2 B.....₰ doz. 4.75
" No. 2 D.....₰ doz. 4.00
Nail Sets

	₰ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

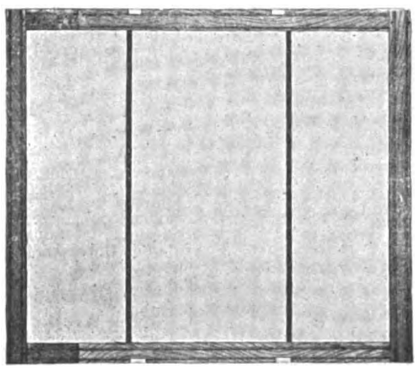
Snell's:
Octagon.....₰ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7.50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₰ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....80.00..30%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.20
Square, Tapped.....4.80
Hexagon, Tapped.....5.10
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ₰ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " " } 40%
Queer Creek Axe....20 c " "
OIL STONES—
Pikes'
Lily White Washita....60 c ₰ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edge Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 8 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓%

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When Screen Doors and Window Screens are sold for less than cost

of manufacture, who makes the best goods, the fellow who cut the price expecting afterward to make goods to fit the price, or the manufacturer who makes goods all the year, carries a heavy stock and is in the business to stay, *but who meets the price?*



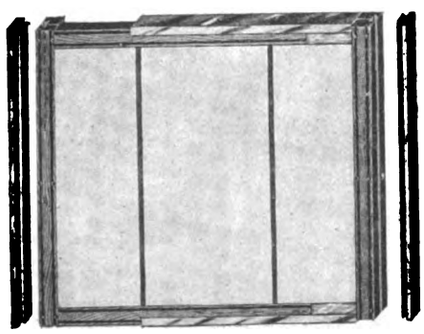
The "Flyer"

The **Phillips Factories** run practically the year round, offering steady employment to good mechanics, thus securing the best service.

It now costs more to make good Screen Doors and Windows than it ever did before. Yet prices are lower than last season.

There never have been enough Phillips Screens to supply the demand. Last year when most factories were running light we were obliged to run at full capacity to the close of the season.

For the coming season, we have increased our capacity and made larger preparations. Order early and be sure of good service.



20th Century

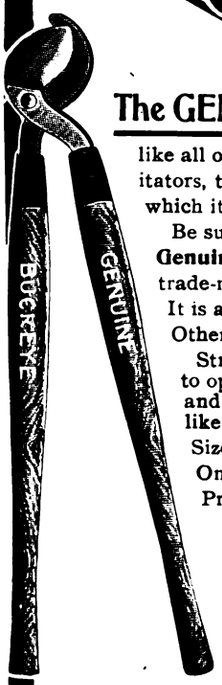
It's a good time to turn your attention to the 20th Century Window Screen, an adjustable screen that slides up and down on dovetail runners. It will yield a profit. (By the way, did you ever make any money on a 10 cent screen?)

The patents and sales of the 20th Century Screen are controlled by our New York sales agent, Mr. F. P. Wilkinson, 90 W. Broadway.

The A. J. Phillips Co., Fenton, Mich.

22 YEARS EXPERIENCE.





The GENUINE BUCKEYE PRUNER

like all other good things, has a number of imitators, that seek to grow fat on the reputation which it enjoys.

Be sure that you offer your customers the **Genuine Buckeye Pruner.** See that our trade-mark, (Buck's Head,) is on the label. It is a Pruner that will give satisfaction. Others may, but it's doubtful.

Strong, with hand-forged blades, easy to operate—grasp the limb with the hook and cut towards you. No other pruner like it.

Size:—25-inch.

One dozen in a case.

Prices sent on request.

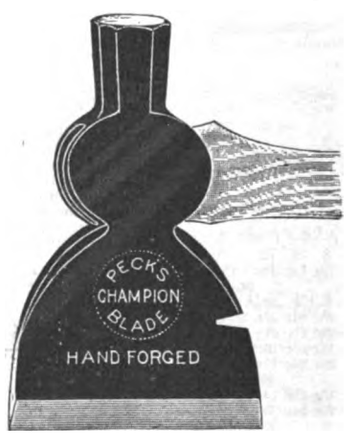
Write to-day about a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

Peck's Policy

Is to furnish good Edge Tools at lowest prices; never to do less than we promise, but more if possible; and to make friends of our patrons.



Why lose a single customer by selling a poor tool when you can gain one and keep him by selling Peck's? How about your Tool Trade for 1904? Write us. Maybe we can help you.

Peck Edge Tool Co.

Cohoes, N. Y., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan .....(10c " " } 40%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, .. ₩50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Pareers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 7s 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ dos.
Victor $60.00
White Mountain 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's ..... $2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.87
Colored ..... $4.83@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding 33 1 3%

IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle" .. }
Ohio ..... } 30&5@25&10&5%
Sandusky ..... }
Buck Bros 30%
Butcher's ..... $5.00@5.25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers.
No. 1 ..... 60%
90 ..... net, $9.00
40 ..... 70%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 50%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.N
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U. S. Liquid, 8-oz cans, ₩ doz 1.25
₩ gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₩ lb
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Gem ..... ₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18 00
New Champion .... " " 6.00
Rival ..... " " 8 00
Ryan s ..... ₩ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net ... $6.50

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.75
Perfection ..... " " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles. 33⅓%
Disston's Combined Pruning Hook and Saw ₩ dos., $18 00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C Co.'s Combination ..... ₩ dos., $ 2 00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all-steel:
No. 8 2½-inch wheel, ₩ dos. in barrel lots, ₩ poz. 23¾c
No. 7, in barrel lots ₩ doz ..... 2?c
Extra for plated finish, ₩ doz 20c
Extra for antique bronze bushing, ₩ doz 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye. ₩ doz.,
4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 828, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 807, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 807, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 581, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 528, 3 in. Deep Well Pump 17.00
No. 50, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 50, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 103, Fig. 448, 3½ in. Lift Pump 11.00
No. 122, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.00
No. 285, Fig. 389, Windmill Pump 12.50
No 285, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 268, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 492, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Check 55%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₩ doz ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co., ... 80%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.55 1.60
Barn Door, "None Better" No. 1, ₩ foot 8¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 8½c
Double Braced 8½c
Lane's:
O. N. T. 1 in ..... net, $4.00
O. N. T. 1⅛ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1⅛ in., ₩ lb. 35c ..... 10@20%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ..... 70&10%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3 60
" " 24, 3.75
Jumbo Lawn 36, 5.40
Paragon (Wood Head) 2.85
Steel, Garden 10th. 2 50
" " 12th 2 70
" " 14th 2.85
" " 16th 3 0
Geneva Garden and Gravel 70%
Geneva Wiidlese Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall Heavy Braced Curved ... 70&10%
*Mall Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... .70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Terrey Razor Co 20%
Wosteoholm and Butcher, $10.00 to £ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned .... }
White Japanned ... }
Bronzed Finishes .. } 70 to 75%
Electro-Plated ..... }
Nickel Plated ..... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—
Tinners 70%
Miscellaneous 70%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ dos. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 15½c
2d grade, ¼ in. and larger 14½c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 13 c
⅜ in 12½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..55&10o
Starrett's Rules and Straight Edges, Steel ..... 35&10

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3.15
Aluminum Finish " " 3.15
Full Nickel " " 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10 .60%
Garnet Paper ..... 30@30&5%
Sand and Emery Paper .. 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50
Victor Bronze 75%
Victor Steel 70

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co, ... 70%
Royal Metal ..... 65&5%
Steel B C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 13½@14c
Common India ..... ₩ lb 9@10c
Patent Russia ..... ₩ lb 12½@13c
Patent India ..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord. ₩ lb 28½@30c
"Samson" Spot Cord. ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 32½@35c
"Samson" Braided Italian Hemp ₩ lb 32½@35c
"Samson" Braided Linen ... ₩ lb. 40c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c, 5%
A Quality, White ..... ₩ lb 35c, 5%
B Quality, Drab ..... ₩ lb 35c, 5%
B Quality, White ..... ₩ lb 30c, 5%
United States:
B Quality ..... ₩ lb 18½c
C Quality ..... ₩ lb 17½c
White Cotton, Hard Braided .... ₩ lb 18c

Sash Fasteners.
Ives "Crescent" 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass ..... 50&5%
Cast Iron ..... 60&2½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 80%
Reading ..... 60&10&10%

Sash Weights—
Ton lots at factory $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co. ..... 25@25&7½%
National Specialty Mfg. Co 35%

Saws—
Atkins:
Band 2 to 14 in. Wide 50%
Band ⅛ to 3-16 in. Wide 60%

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Make More Money



Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent **SIGNAL MAIL BOX**

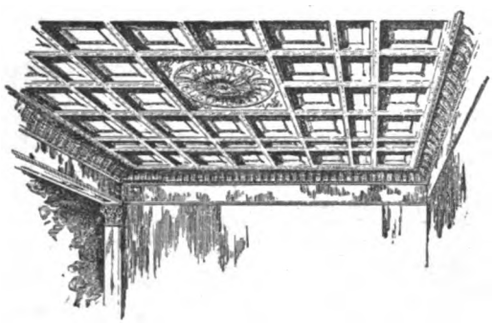
It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.

104, Benton St., JOLIET, ILLINOIS.

NORTHROP'S Stamped Steel Ceiling

SILVER MEDAL, Paris Exposition, 1900



CHOICEST DESIGNS
EASILY APPLIED
Clean Cut Stamping
Well Painted and Boxed

THE HARDWARE TRADE SHOULD CARRY THIS IN STOCK

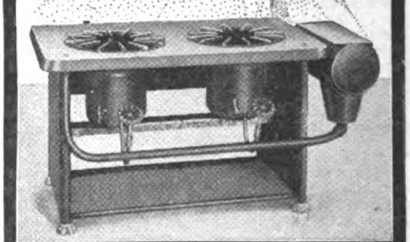
Metal Tiling for Kitchens, Bathrooms, Etc.
Copper Plated Steel for Vestibules, Lobbies, Etc.

SEND FOR CATALOGUE

H. S. NORTHROP

40 Cherry St. NEW YORK

RELIANCE GASOLINE AND OIL STOVES



You Want to Handle

a distinct advance in **Wickless Oil Stoves** We have it. Burner two piece, full brass. Flame operated like gas. A profitable seller. Also full line of **Junior Gasoline Stoves** New designs. Prices right. Send for booklet and interesting quotations.

Shelby Stove & Mfg. Co.,

200-6 Broadway, - - Shelby, Ohio.

MAKERS OF GOOD GOODS.

Barrett's Practical Glass Cutter



W. L. BARRETT, Bristol, Conn., U. S. A.

4000

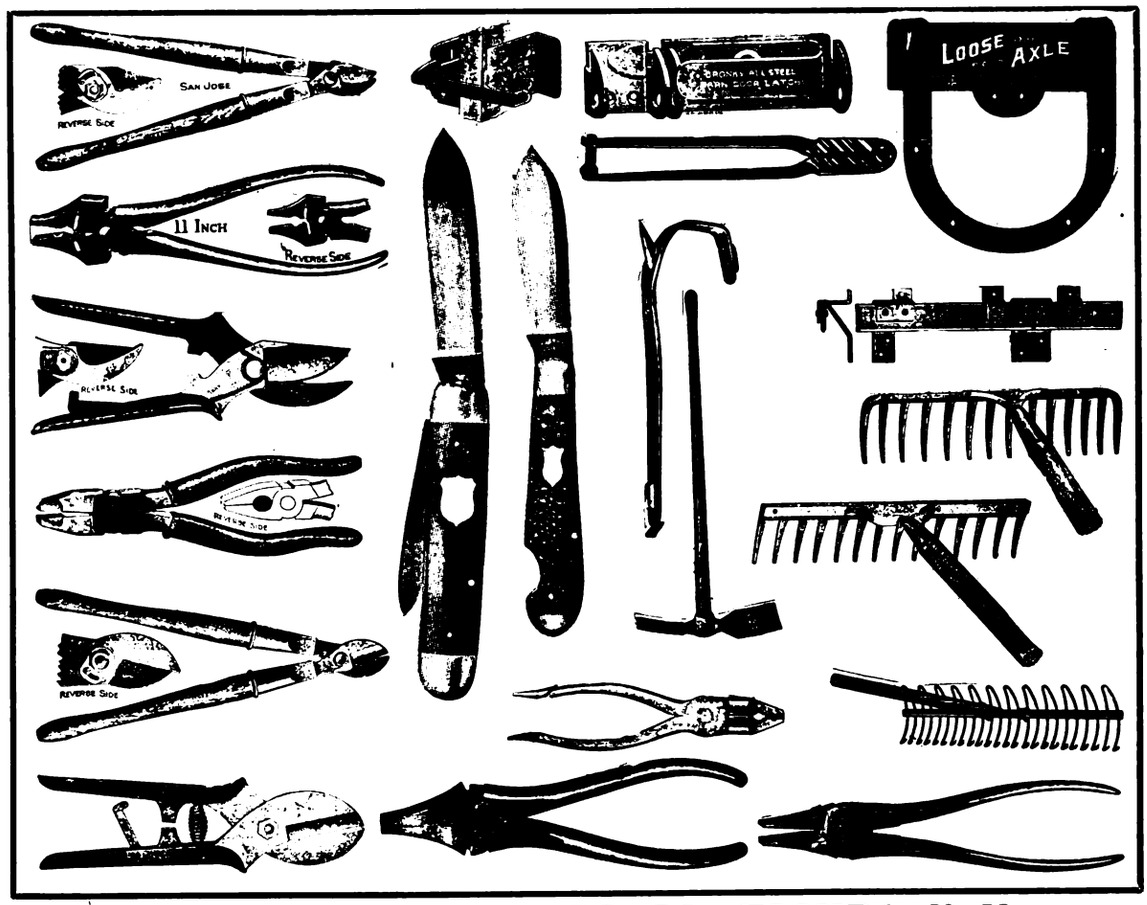
Per day is the rate at which we are turning them out. Sold all over the world. An excellent seller. Our Catalogue will convince you.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&40
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ⅛ in. to 3¾ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%
BACK SAWS AND FRAMES—
Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%
Saw Filer—
Disston's D8 Clamp and Guide, $30.00
⅋ doz.....95%
Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net
Saw Sets—
Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. $8.50
"Royal".....⅋ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.75
Stillmans.....⅋ doz. 1.00
Taintors Positive....$18.00 ⅋ doz. 60%
Scales—
Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%
Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%
Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....35&5@0&5%
Ship Common.....⅋ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....⅋ doz. $2.50
Screens—
DOOR—
Phillips: ⅋ dos.
¾ in., Style E, Fancy Screen Doors.....$10.50
¾-in. Style G, Common Screen Doors.....6 75
7-8 Style K-4 Screen Doors.....8 75
7-8 Style X-Y Screen Doors....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....60&5%
Screw Drivers—
Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..⅋ doz. $6.00 net
Electric Spiral No. 02..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3..$12, 50%
Howard-Allard... { A1 ⅋ doz., $9.00 net / A2 ⅋ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ⅋ doz. $13.50 net; No. 2 ⅋ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ⅋ dos....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....70&10%
No. 10.....75&10%
Nos 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ⅋ doz.....$1.00 } 40%
Gem, ⅋ doz.....90c }
C. T. Williamson Wire Novelty Co..40%
crews—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%
BENCH, HAND, ETC.—
Bench, Iron, ⅋ doz., 1 in., $3.00; 1¼, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%
Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%
Scythes— ⅋ dos.
Natural Finish, Grass.....$5.00
Polished Blade, Grass.....5.50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00
Scythe Rifles.
3-Foot.....$10.00 ⅋ gro. } 40%
4- "....."....."....."

CRONK & CARRIER SPECIALTIES

OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

THERE'S MONEY IN RAIN

and rough weather if you carry

Blizzard Storm Fronts

The front that closes up a buggy in half a minute. Cleverest, easiest adjusted, quickest selling. Millions read our ads in the popular weeklies, magazines, agricultural papers, etc. People write us all the time asking where they can get these fronts. We'll send inquiries from your locality to you if you handle "Blizzards."

Blizzard Days Now!

If you haven't the **Blizzard Storm Front** in stock you send trade to your competitor who has.
Write us to-day about our liberal proposition to dealers.



Not a drop can touch you when your buggy is closed up by the

Blizzard Storm Front

(Patented in United States and Canada.)
Fits Any Buggy

Adjusted in 30 seconds without getting out or removing gloves, sides open and close as quickly and easily as a door, large line pocket, guaranteed satisfactory. The large window, 12 x 20 inches, is a pliable transparent material that won't break. Rubber Cloth, $3.00; Heavy Rubber Cloth, $3.50.

Ask your dealer and be sure that trade-mark "Blizzard" is stamped on inside under window.

Sold by Vehicle, Harness and Hardware dealers. If yours hasn't it, write us. *Illustrated booklet free*

Vehicle Apron & Hood Co., 211 E. Rich Street, Columbus, Ohio.

The Vehicle Apron & Hood Co.

212 E. RICH STREET COLUMBUS, OHIO

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Tapes, Measuring—

American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmith.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to ⅛ in. inc.....65&10%
3 1-8 to 3 in. inc.....40%
3 1-8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&10%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....80&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring.....50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 308 and 304, ₩100.....net, $18.00
Payson's:
Balance, Iron List.....80%

Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; ca of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....80%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&10%
Coachmakers'.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....25&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List.....35&10%@35&10&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 80 " " 67½%
Nos. 19 to 80 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....35&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. $1.15@1.25

Wire Rope—

New List July 1, 1899.
Bright.....40&2½%
Cast Steel.....40%
Iron, Galvanized, add 10 per cent to list.....35&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10@30%
Alligator.....65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright.....55%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....30%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 38c
Linseed, City, Boiled, in barrels, ₩ gal. 40c
Out of Town on Spot.....₩ gal. 36c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....67c
Lard, Extra, No. 1.....54c
Lard, No. 2.....44c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$30.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 5½@6¼
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7¼c
In lots of 500 lbs. and over...₩ lb. 6¾c
White Lead, Eng., in Oil..₩ lb. 7¾@9¼c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....$1.4
In bladders.....2.40
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12½ lb.....2.50

Spirits Turpentine—

In regular bbls.....59 @59½c
In machine bbls.....59½@ 60c

Dry Colors—

	₩ lb.	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7½	c
Umber, Turkey, burnt	2½@ 8½	c
Umber, Turkey, raw	2½@ 8½	c
Green, Chrome, Ordinary	5	@ 7 c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3	@ 8½ c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	33	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Carr & Co., New York.
Geneva Tool Co. Geneva, Ohio.
John H Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.

All Steel Hatchets.
Warren McArthur, Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co , New York.
Union Metallic Cartridge Co., Bridgeport, Conn.
Peters Cartridge Co., Cincinnati, O.,

Animal Pokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Awning Lines.
Samson Cordage Works, Boston, Mass.

Axes and Edge Tools.
Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva O.

Beet Hoes.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears
Bruce & Cook, New York.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros , Poughkeepsie, N. Y.

Blue Flame Stoves.
Sun Stove Co , Detroit, Mich.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O.

Bolts, Wrought Barrel
Griffin Mfg Co , Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co. New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Cuspidors.
John Basseimer & Sons, New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
New Haven Incubator Co., New Haven, Conn.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co , Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Business Systems.
Shaw Walker Co., Muskegon, Mich

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co , Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
Eagle Supply Co., New Haven, Conn.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York

Carpet Stretchers.
George S Knapp, Bridgeport, Conn.
Sitterly Novelty Works, Auburn, N.Y

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich. and New York.
National Sweeper Co , Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Car ridges
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chalk Lines.
Samson Cordage Works, Boston, Mass.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chimney Tops,
Iwan Bros., Streator, Ill.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Churns.
One Minute Churn Co.
American Wooden Ware Mfg. Co.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Clothes Lines.
Samson Cordage Works, Boston, Mass.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York
Williamson, W. N. Co , Newark, N.J

Coffee Pots, Improved.
Household Manfg Co., Buffalo N.Y.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.
Bruce & Cook, New York.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Copper, Sheet.
Bruce & Cook, New York.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa
C. T. Williamson W. N. Co , Newark, N. J.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Counsellors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream operator Faucets.
Clark Novelty Co., Rochester, N. Y.

Curled Hair.
Beeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Cutlery, Pocket.
John Chatillon & Sons, New York
Jos. Rodgers & Sons, Sheffield, Eng.
Voigt, Starr & Co., New York.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cut-Offs, Rain Water.
Cooney & Geiger, Indianapolis, Ind.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Bridgeport Hardware Mfg Co. Bridgeport, Conn.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Discount Books.
Hardware Publishing Co., New York

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drilling Attachments.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.
Silver Mfg. Co., Salem, Ohio.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Eaves Trough Hanger.
Iwan Bros., Streator, Ill.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Enstage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Geneva Tool Co, Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Jones Iron Works, Buffalo, N. Y.
Van Dorn Iron Works Co., Cleveland, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
American Filter Co., Milwaukee, Wis.
Champion Safety Lock Co., Geneva, O.

Fire Arms
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Extinguishers.
John Bassimer & Sons, New York.

Fish Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Fishing Reels.
A. W. Bishop & Son, Racine, Wis.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Facings.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Avery Stamping Co., Cleveland, O.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gasoline Lamps.
Standard Gas Lamp Co., Chicago, Ills.
White Manufactnring Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Sun Stove Co, Detroit, Mich.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Water Coolers.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison., Ia.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Fred. D. Bischoff & Co., Chicago, Ills.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Iwan Bros., Streator, Ill.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Phoenix Hardware Mfg. Co., Phoenix, N. Y.
Voigt, Starr & Co., New York.

Harness Dressing.
Frank Miller Co., New York, N. Y.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Knives,
Iwan Bros., Streator, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Iowa Farming Tool Co., Fort Madison, Ia.
Geneva Tool Co., Geneva, O.

Hinges.
Baitinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co. Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Iwan Bros., Streator, Ill.
Sargent & Co., New York.
C. T. Williamson W. N. Co., Newark, N. J.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Horseshoe Calks.
Leonhardt & Co., Berlin, Germany.

Hose Goods.
Buckley-Hart Mfg. Co., Detroit, Mich.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.
Iowa Farming Tool Co., Ft. Madison, Iowa.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Wm. T. Wood & Co., Arlington, Mass.

Incandescent Lighting System.
Kitson H. C. H. & I. Lighting Co., Philadelphia, Pa.

Incubators.
New Haven Incubator Co., New Haven, Conn.

Iron Enamel.
Nickel Stove Polish Co., Chicago, Ill

Iron, Sheet.
Bruce & Cook, New York.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Job Lots.
Charles Weiland, New York.

Key Bolts.
E. L. Raggles, Bayonne, N. J.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Ft. Madison, Ia.

Lawn Sprinklers.
Buckley Hart Mfg Co., Detroit, Mich.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lawn Weeders.
Normal Novelty Works, Normal, Ill.

Lead.
Bruce & Cook, New York

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Manure Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Masons' Lines.
Samson Cordage Works, Boston.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Spinners.
John Bassimer & Sons, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Milk Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.
Parr Tool Co., Buffalo, N. Y.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Bruce & Cook, New York.
Fuller Bros. & Co., New York.

Nail Pullers.
Bridgeport Hardware Mfg. Co. Bridgeport, Conn.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.
Shrimpton Mfg. Co., New York

"Never Break" Shovels.
Avery Stamping Co., Cleveland, Ohio.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Normal Novelty Works, Normal, Ill.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oil Can Faucets.
Clark Novelty Co., Rochester, N. Y.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Bows.
Iowa Farming Tool Co., Fort Madison, Iowa.

Ox Yokes.
Iowa Farming Tool Co., Fort Madison, Iowa.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Forest City Paint & Varnish Co., Cleveland, O.
Jos. Dixon Crucible Co., Jersey City, N. J.
Toch Bros., New York.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Voigt Starr & Co., New York.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Voigt Starr & Co., New York.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co. Fort Madison, Ia.

Plated Ware.
M. S. Benedict Mfg. Co., E. Syracuse, N. Y.
Luther Boardman & Son, East Hadam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
Cattaraugus Cutlery Co. Little Valley, N. Y.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers.
Iwan Bros., Streator, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Iwan Bros., Streator, Ill.

Potato Digging Forks.
Iowa Farming Tool Co., Fort Madison, Ia.

Potato Hooks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Iowa.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
International Cutlery Co., Fremont, Ohio.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg Co., Davenport, Ia.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Cattaraugus Cutlery Co., Little Valley N. Y.
Alfred Field & Co., New York.
International Cutlery Co., Fremont, O.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co. Pike Station, N. H.

Razors, Safety.
Cattaraugus Cutlery Co.
Kampfe Brothers.
Gem Cutlery Co.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord.
Samson Cordage Works, Boston.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.

Sash Pulleys.
Grand Rapids Hardware Co., Grand Rapids, Mich.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

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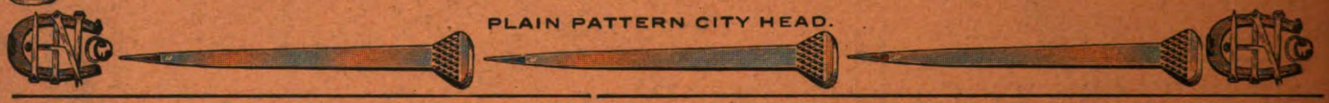
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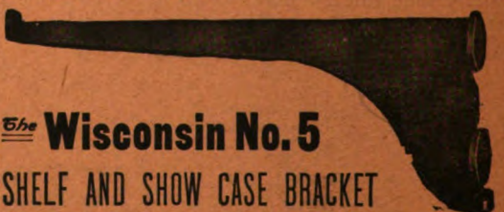
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NEW YORK
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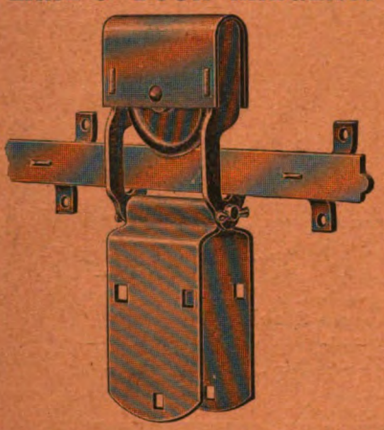
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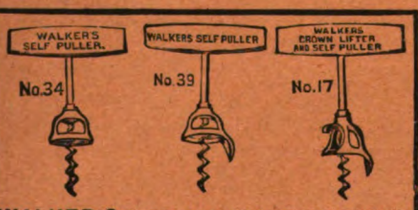
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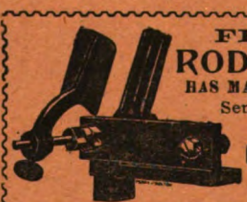
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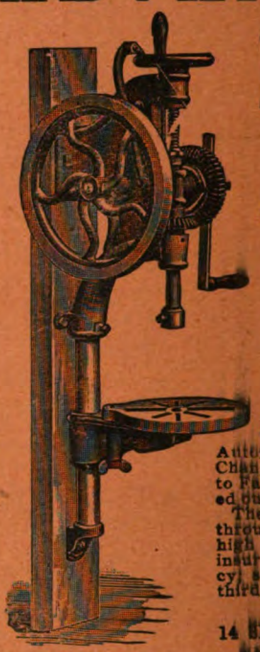
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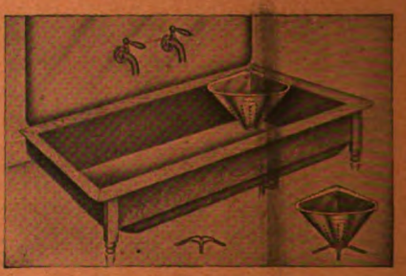

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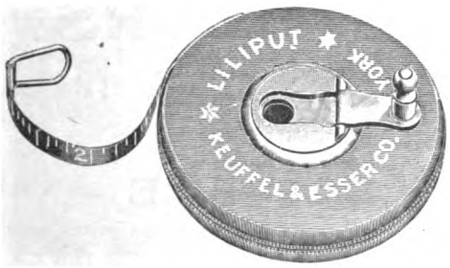
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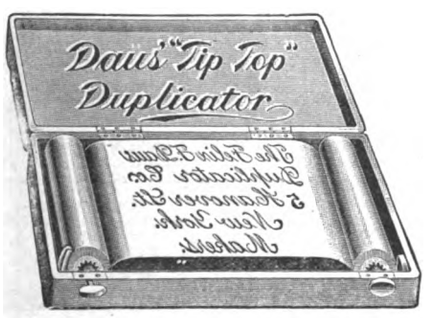
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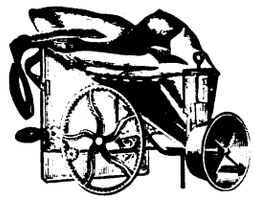
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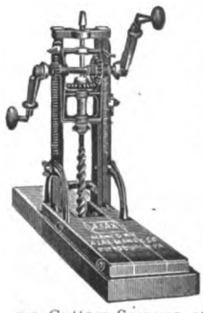
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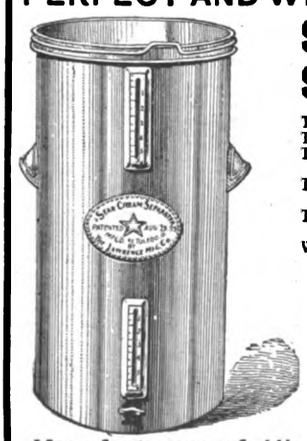
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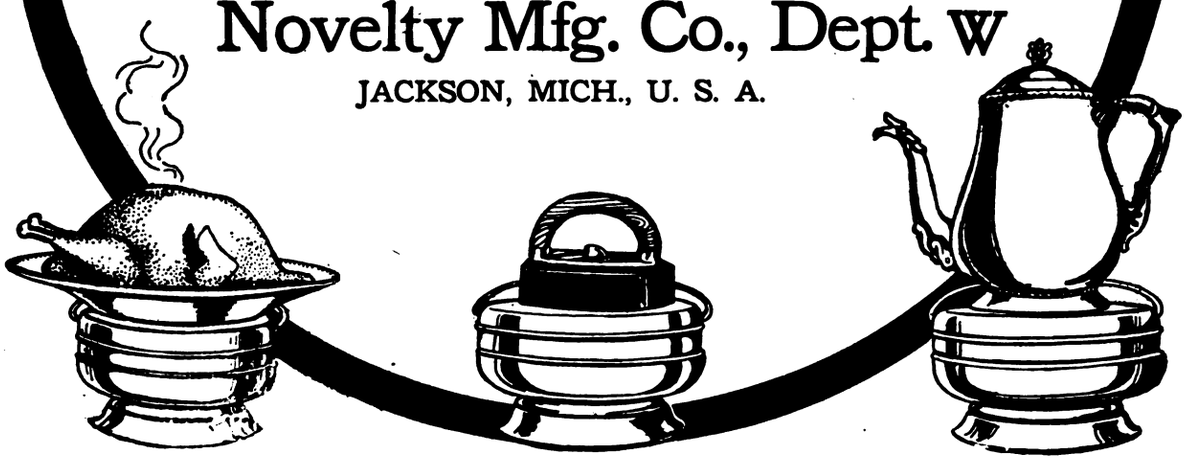
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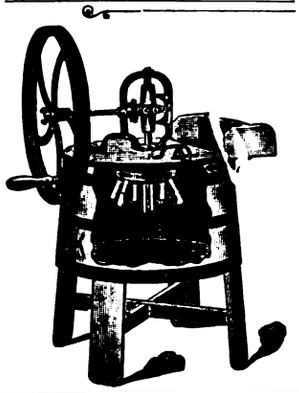
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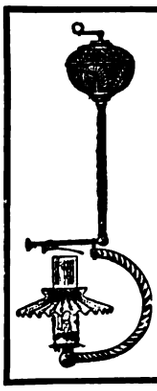


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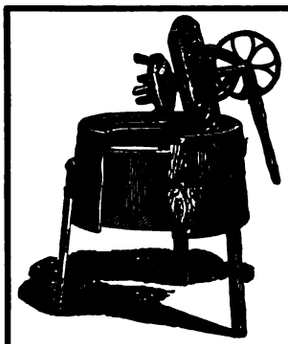


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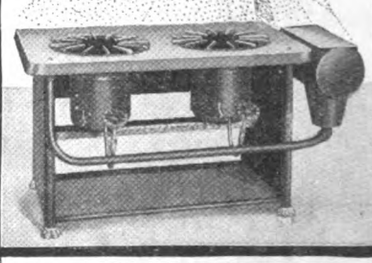
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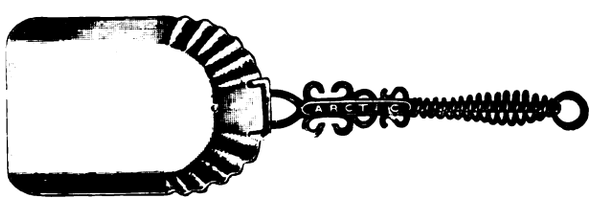
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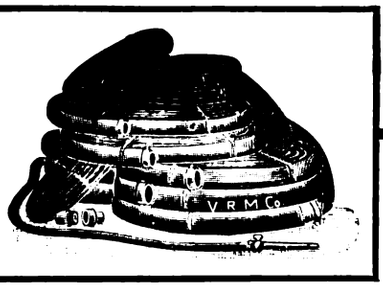
ARCTIC COAL SHOVELS.

Malleable or Gray Iron. **Nickel Plated.**



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

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Voorbees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

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EAGLE MOP WRINGERS

and pails combined are as good as they can be made. All materials and workmanship the best. They are strong and durable—made to sell *and give satisfaction*. We will be glad to send circulars and quote prices. Write us or your jobber.

The Eagle Cooperage Works

SOLE MANUFACTURERS.

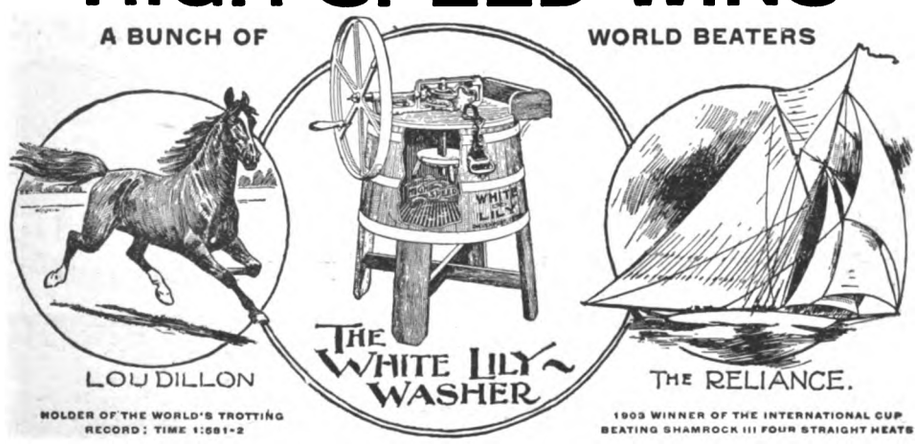
CIRCLEVILLE, OHIO.

BURRELL & FOWLER CLEVE. O.

HIGH SPEED WINS

WHITE LILY WASHERS

A BUNCH OF WORLD BEATERS



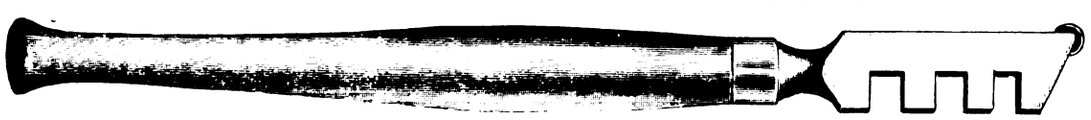
WASH LILY WHITE

HOLDER OF WORLD'S RECORD FOR CLEAN, FAST, EASY WASHING

THE ONLY HIGH SPEED WASHER ON THE MARKET

TOLEDO, OHIO – THE WHITE LILY WASHER COMPANY – DAVENPORT, IOWA

Barrett's Practical Glass Cutter



W. L. BARRETT, Bristol, Conn., U. S. A.

4000

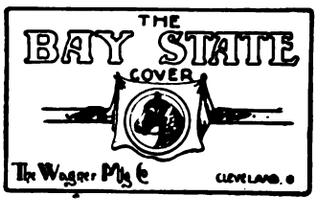
Per day is the rate at which we are turning them out. Sold all over the world. An excellent seller. Our Catalogue will convince you.

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THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterpreof Duck Horse and Wagon Covers

The Wagner Mfg. Co.

CLEVELAND, OHIO

From Margam Forge, Glamorganshire, South Wales, to Martin's Ferry, Belmont Co., Ohio.

MF

Note the Coincidence:

The most favored brand of roofing tin, the MF which originated at Margam Forge in South Wales about sixty years ago, is now being produced by the American Tin Plate Co. in its works at Martin's Ferry, Ohio.

At the Martin's Ferry Works the MF old style process has been combined with the "New Method" of finishing Terne Plates. The result of this happy combination has been the U. S. Eagle N. M.

Ask W. C. Cronemeyer, Agent, 1211 Carnegie Building, Pittsburg, Pa., for our new booklet which teems with useful information.

AMERICAN TIN PLATE CO., Battery Park Building, New York.



If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the

All Kinds of Wood and Steel Barrows.

World's Best.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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Stowell Mfg. & Fdy. Co.

So. Milwaukee, Wis.

Catalogues for
the Asking.

No. 1. Hardware
2. Registers
3. Hay Tools
4. Wire W'kers Goods
5. Door Hangers
6. Malleables

OFFICES AT:

Chicago, St. Louis, Kansas City,
Denver, Salt Lake and San Francisco.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS

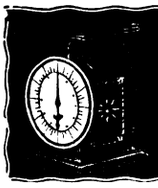
These will sell:

Dixon's

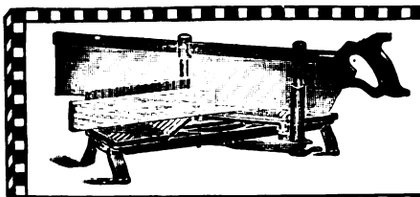
Cycle and Automobile lubricants.
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Silica-Graphite Paint.
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Joseph Dixon Crucible Co., Jersey City



PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 Lbs.
No T 90 WITH TIN SCOOP.
No 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.



The New Marsh-Langdon Improved Miter Boxes
Corrugated Iron Bed Plates
never warp or Split
Manufactured by
H. C. Marsh
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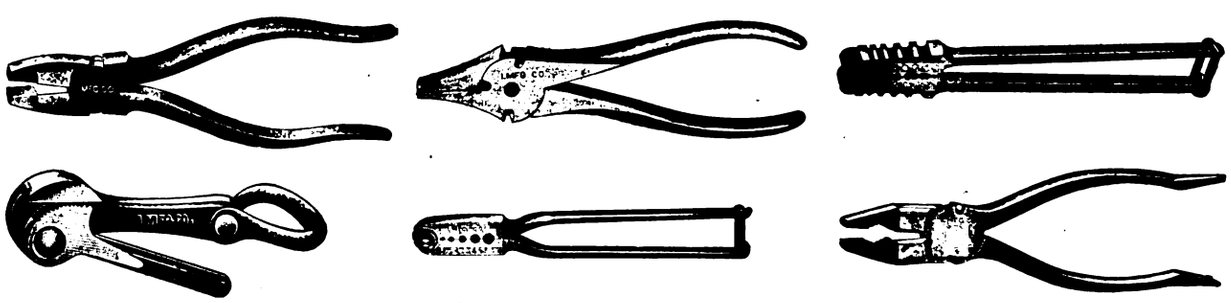


DROP FORGED TOOLS

Manufactured by

IRVINGTON MANUFACTURING CO.,

AN ATTRACTIVE LINE QUALITY RIGHT
FINISH RIGHT PRICES RIGHT



Write for New Catalogue Now Ready Showing increased line.

PRICES QUOTED ON APPLICATION.

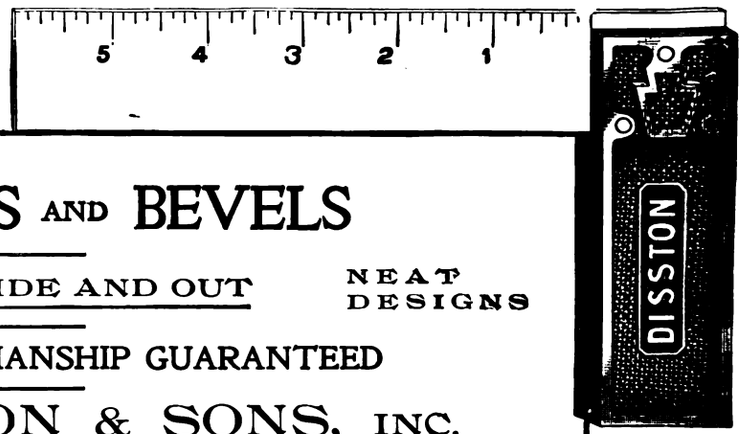
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113 Chambers St., NEW YORK.

118 Holborn, LONDON, E. C.
123 California St., SAN FRANCISCO.
Freeport, COPENHAGEN.

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DISSTON

SQUARES AND BEVELS

IRON STOCKS
STEEL BLADES

SQUARE INSIDE AND OUT

NEAT
DESIGNS

QUALITY AND WORKMANSHIP GUARANTEED

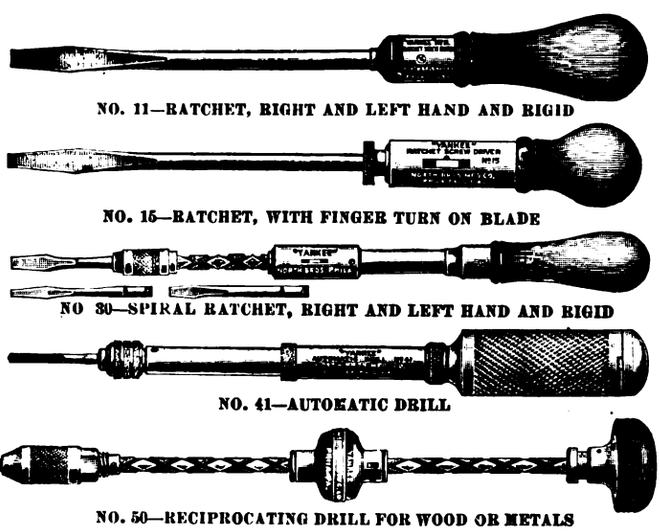
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KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them. Send fer "Yankee" Tool Beok



NO. 11—RATCHET, RIGHT AND LEFT HAND AND RIGID

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NO. 41—AUTOMATIC DRILL

NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

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FRANK MILLER'S

Carriage Roquisites

FRANK MILLER'S
CARRIAGE TOP DRESSING

Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S

AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,

349 & 351 WEST 26TH STREET,
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AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND.

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

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93 Chambers Street, New York.

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Consult the Molder

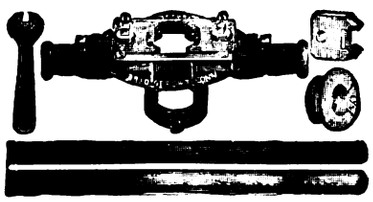
and you will handle the

DOBSON MOLDERS' TOOL

Est'd 1886
WM. DOBSON
Canastota, N.Y.

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The Genuine ARMSTRONG ADJUSTABLE STOCKS and DIES



FOR THREADING PIPE.

Universally acknowledged to be the best on the market. Will take pipe from ⅛ to 4 inches, cutting right and left.

SEND FOR CATALOGUE.

The Armstrong Mfg. Co.,

BRIDGEPORT, Conn.

NEW YORK OFFICE, 139 Centre St.

Every Day

is a "dull day" for the average household knife. That's why the Rose Automatic Grinder is *never out of season*. Only set it where it can be seen and tried by your customers, and it will earn more profit to the square inch of space occupied than anything in stock.

The ROSE Automatic Grinder

is a practical novelty. It is simple, durable and efficient. Drawing a knife through the slots as shown, brings it in contact with a *revolving* emery wheel, that sharpens it and does it right. Set one on your counter and see it sell itself.

Of your jobber or write

THE I. M. ROSE CO.,
Dept. H
730 Market St.,
Philadelphia.



ESTABLISHED 1836. **ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

MESSRS. JOSEPH RODGERS & SONS LIMITED,	Best Cutlery in the World
MESSRS JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
MR L HUGONIT TISSOT,	Best Plyers, Nippers, &c. in the World.
MESSRS. T U S SHEAR CO-OPERATIVE SOCIETY, LTD.,	Best Sheep Shears in the World
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

Screen Doors

Window Screens. Snow Shovels. Clothes Horses. Garment Hangers. Towel Racks. Mops Stable Scrapers. Kitchen Shelves. Door Holders Nozzle Holders. Tack and Nail Boxes.

The A. J. PHILLIPS CO.,
FENTON, MICH.

Learn Advertising

There is no thing so valuable to the man in business as a knowledge of advertising. It is the greatest force in modern business and no young man can hope to achieve a substantial and enduring success without it The advertisement writer and manager is one of the highest priced employees in any business, and his opportunities for advancement are the best. Any man with a good common school education can win for himself a place in the advertising world.

Many of those who have followed my instructions now hold positions with leading concerns and are receiving from $30 to $125 per week. Mr. Charles H. Brown, President of The Chicago Pure Food Marketing & Distributing Company, says: "About six years ago the business at which I was working paid me $20 per week. I studied advertising and in a very short time I doubled my salary. Six months ago I was elected President of a $250,000 Corporation and I am Vice-President and Manager of another large corporation with liberal stockholdings in each. The foundation of the progress I have made was laid by the careful study of Bates Literature. I am satisfied that the foundation for a career in the advertising business can be made by mail, and I am satisfied that Mr. Bates can do this better than any other person or organization in the world."

My course is the only one being given in connection with an actual advertising business. It is therefore the most practical course. "A Business Course for Business Men."

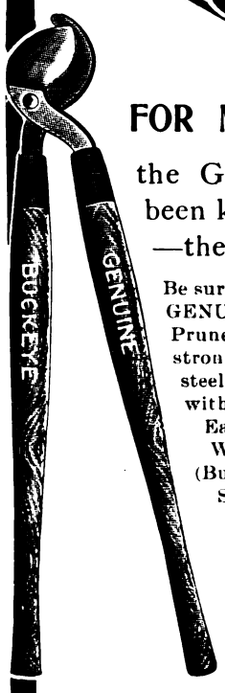
If you are dissatisfied with your present salary, if your work is uncongenial, or if you wish to learn to advertise your own business in the most effective manner, send three two-cent stamps for my handsome sixty-page prospectus telling how and why advertising can be taught, who should study advertising, and booklets "Ill Fortunes of Brother Bill," "Other People's Brains," and "How Shall A Young Man Succeed?"

CHARLES AUSTIN BATES,

28 SPRUCE STREET,

NEW YORK.





FOR MORE THAN 30 YEARS

the Genuine Buckeye Pruner has been known as the standard pruner —the strongest and best made.

Be sure that you offer your customers the GENUINE BUCKEYE PRUNER. No other Pruner made can compare with it. It is strongly made, with blades of hand-forged steel. It is easy to operate. Grasp the limb with the hook, and cut towards you. Easier and better than the other way.

When buying, see that our trade-mark (Buck's Head) is on the label.

Size:—25-inch.

Write to-day for prices on a Sample Order.

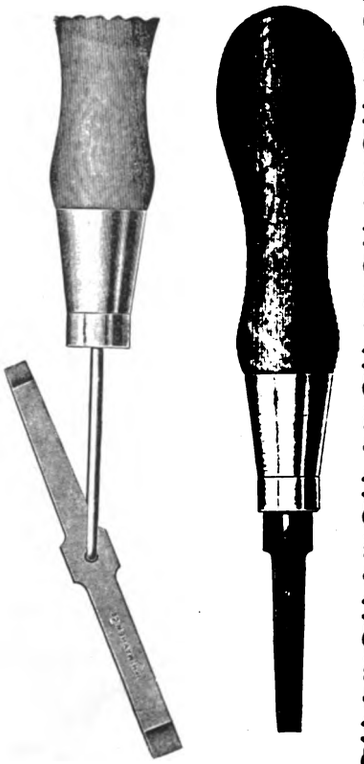
NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

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Any tool made in Mayhew's Shops, bearing the above Trade Mark, is built on lines we have demonstrated to be absolutely successful to both seller and user.

No. 710 Double End Screw Driver



Simple in construction. As strong with two blades as any single-blade Screw-Driver.

Blade pivoted in centre; either end can be used by pushing the other into a malleable iron socket.

Twisting impossible. No detachable parts.

H. H. MAYHEW CO.
Shelburne Falls, Mass.
U. S. A.

TRADE NOTES.

South Bend, Ind.—Samuel Studebaker and S. G. Chard recently purchased an interest in the Hildebrand Hardware Company, South Michigan Street. Now they have purchased the entire stock and the firm will hereafter be known as Studebaker & Chard.

Vinton, Ohio.—The firm of Butler & Son, Hardware dealers, has made a change in their business. W. F. Butler, the senior partner, who owned a one-half interest in the business, retires, making his son-in-law, Dr. W. C. Feltman, a present of his interest in the business. The new firm will be known as Butler & Feltman.

Washington, Ia.—The Geo. Stewart Hardware Company will erect a brick warehouse, 30x70.

Waterville, Wash.—Ray Stanley, a Hardware merchant of Hartline, has closed out his business in that place and come to Waterville to go into partnership with his father.

West Newton, Pa.—S. K. Montgomery has purchased the large business and residence building of George S. Walker, on Railroad Street; consideration, $3,000. Mr. Montgomery will occupy his new purchase as headquarters for the tinning and roofing business in which he is engaged, and will also keep a line of Hardware.

Moline, Ill.—Wm. H. Taylor, one of the managers for the Moline Plow Company for the last three years, will take a prominent position with the Kingman Plow Company, of Peoria.

Ottawa, Kas.—The contract has been signed between the Ottawa Business Men's Association and the Warner Fence Company, of Waverly and Melvern, for a consolidation of the company's two factories at Ottawa. The company will erect a new building.

Pendleton, Ore.—Al J. Goodman, of Independence, has purchased a half interest in the large Hardware business of the Thompson Hardware Company.

Syracuse, N. Y.—The Syracuse Stove Company will build a 100x75 foot, four-story brick factory building in connection with its present plant in North

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.
HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**
- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

ANY KIND OF A
HARDWARE SPECIALTY
MANUFACTURED TO ORDER ON CONTRACT.
We can make and market patented articles on a royalty if desired.
FORSYTH MFG. COMPANY,
BUFFALO, N. Y.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

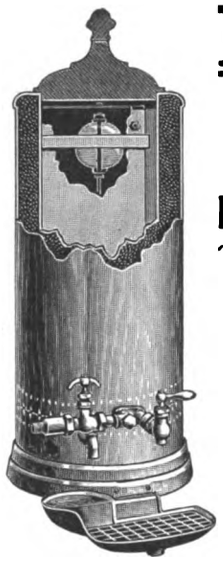
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TRADE NOTES.

Akron, Ohio.—The Aultman-Miller Buckeye plant was to have opened Dec. 1st for the first time since the failure of the Aultman-Miller Company last Spring, but it was deferred one week because of the non-arrival of material to start the factory. The plant was purchased by G. W. Allen and Judge W. A. Vincent of Chicago, and a company was organized, supposed to be independent of the trust. It has been manufacturing binder twine for two months, and expects to manufacture reapers on a large scale, employing nearly 1,000 men.

Watertown, S. D.—The International Harvester Company of America has established its offices in Watertown. Nels Johnson of Aberdeen is in charge as general agent. W. L. Eals of Denver, Col., is assistant general agent. C. L. Woodward of Sioux Falls is cashier, with F. R. Hoagland, of Council Bluffs, Iowa, assistant.

Moline, Ill.—The American Plow Co. has completed the plant at Madison, Wis., and has equipped it with machinery. The main building is 100x216, one story. The company expects to enlarge the plant in the near future. It will manufacture plows, harrows and hay tools. The capital stock of the corporation is $200,000 and the officers are as follows: President, James Barclay; secretary, A. E. Johnson; treasurer, J. Reuter; superintendent, A. M. Dahl.



The Crystal Fountain Water Filter

The most perfect Water Filter, using Natural Tripoli Stone as a Filtering Medium.

Perfect and Durable Construction.

Easily cleaned with an Automatic Patent Abrasive Cleaner.

Write for Circular and Discounts.

Manufactured by

SQUIER FILTER CO., Dayton, Ohio. U. S. A.

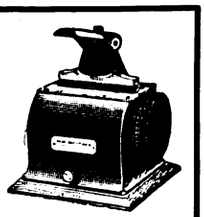
"HARDWARE"

BY A HARDWARE MAN
FOR HARDWAREMEN

$1.00 FOR 24 NUMBERS



IMPROVED
Defiance
Draft and Check
Protector



Used by U. S. Government, R. G. Dunn & Co., American Surety Co., Standard Oil Co., The National Banker, and thousands of Bankers and Merchants : : : : : : : :

EVERY MACHINE WARRANTED

Beware of infringements and cheap and worthless substitutes

Chicago, Ill. January 23 1903 No. 898

THE DEFIANCE PROTECTOR BANK
60 WABASH AVENUE

Pay to the order of Henry E Gaessler $100 $ 95.00

Ninety five ONE HUNDRED Dollars.

Crown Stationery Co.

PRINTS AND EMBOSSES WITH INDELIBLE ACID PROOF INK IN ANY POSITION ON INSTRUMENT

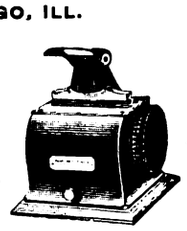
CROWN STATIONERY CO.
General Distributors
60 WABASH AVENUE, CHICAGO, ILL.



PRICE $12

Agents Wanted

Mention HARDWARE



BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.

THAT name is a guarantee of reliability, good finish and prompt shipments.

Reversible Cast Iron
SHOE LASTS
and STANDS.

STOVE KETTLES and POTS.

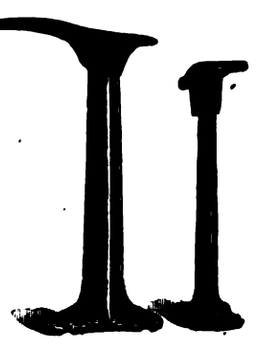


Straight, flat or round bottom.

Largest and best equipped factory in the South for the manufacture of these goods.

Get our complete Catalogue.

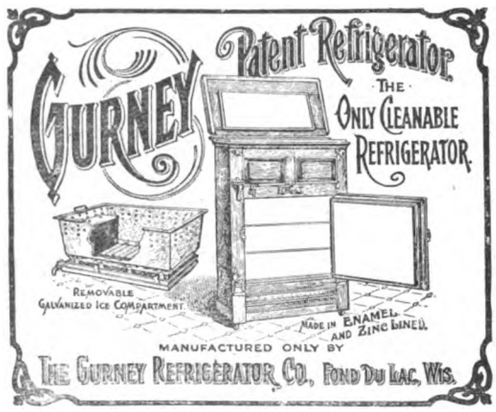




Made right to sell right.

BLACKLOCK FOUNDRY,
SOUTH PITTSBURG, TENN.

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THE "Gurney" is leader in style and finish, and first class in every particular.

The "Gurney" is packed with mineral wool and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" can be kept absolutely pure and clean by the use of Removable Galvanized Ice Compartment.

We also manufacture the "La Belle" and "Cold Wave" lines of Refrigerators.

Largest and best equipped refrigerator factory in the United States.

Capacity **200** refrigerators per day.

Ask for catalogue.





THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS

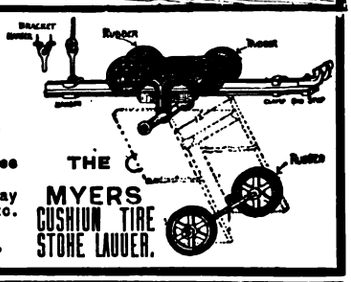
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

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Daily or Weekly Dial.

RANGE 20° BELOW TO 120° ABOVE.



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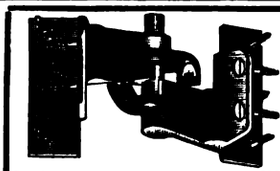
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200-EGG INCUBATOR $12.80

This perfect 200-egg Wooden Hen at $12.80 is a startling trade innovation. It will do the work of the most costly hatcher, and always keeps in order. Hatches every fertile egg. Catalogue with fourteen colored views sent free.

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Automatic Gauging and Double Hold Pat. Blind Hinge.

Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

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WINTERTON METAL POLISH

FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,

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The No. 2 HAMMOND



Possesses

ALIGNMENT—Perfect and permanent
IMPRESSION—Invariably uniform
TOUCH—Soft, light and elastic
SPEED—Over 200 words a minute
DURABILITY—The fewest parts, the best made
VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
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The Hammond Typewriter Co.

69th to 70th Sts. and East River, New York, N. Y.

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"BLUE BOOK" CREDITS OF THE HARDWARE IRON & METAL TRADES.

We have just issued the most complete and reliable book of credit ratings for this special branch of trade that has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The ***paying record*** is based upon ***ledger experience*** of credit men everywhere.

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Terms of subscription can be had by addressing

Iron and Hardware Mercantile Agency,

BOSTON, 157 Federal St.
NEW YORK, 320 Broadway.
CINCINNATI, 106 East 3d St.
CLEVELAND, 844 Society of Savings Bldg.



SOLID GERMAN SILVER. Trims, Files, Cleans, keeps the nails in perfect condition. A quick seller. Pays the dealer a liberal profit. Ask your jobber or write to KLIP-KLIP CO., 572 Clinton Ave. S., Rochester, N.Y. Retails at 25c

STEEL TERMS.

What Some of the Much Used Words Really Signify.

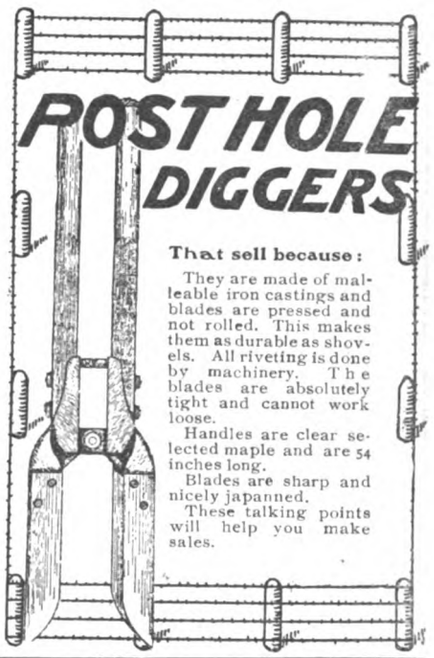
In recent discussion of the steel and iron industry the newspapers have used such terms as pig iron, kentledge, ingots, billets, bloom and slab. A good deal of misapprehension exists as to these trade terms, and the manner in which they have been recklessly used in recent discussions of the reaction in the steel industry has been a source of amusement to practical steel and iron experts.

Pig iron is the product of the blast furnace. It is of absolutely no use except as a raw material for further manufacture. Even for a temporary use as ballast it is frequently cast into different form from the ordinary shape, and it is then called kentledge. Minor points being neglected. Bessemer pig used to make steel by the Bessemer or blowing process; basic pig, to make steel by the basic, open-hearth process; and forge or mill pig iron, for the manufacture of wrought iron in the puddling furnace.

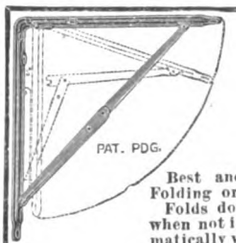
Originally, the blast furnaces that produced pig iron and the steel mills that manufactured pig iron into steel were entirely separate. All of the pig iron produced passed through the open market. Through the consolidation of the last twenty years the blast furnaces and steel mills have been largely brought under one ownership. Out of a total production of about 18,000,000 tons of pig iron over 10,000,000 tons never changes ownership nowadays. In fact, it never becomes solid, going into the steel making process from the blast furnace without cooling. The remainder of the pig iron still passes through the market.

Pig iron is manufactured into steel, and this steel is cast into ingots, each usually weighing over a ton. In the process of rolling these ingots out into finished forms it becomes convenient to make a resting point at the billet, which is usually about four inches square and thirty inches long. All of these are crude steel forms, useful only to make finished product. Formerly the great bulk of crude steel, like pig iron, passed through the open market. The consolidations, however, that brought under one ownership the blast furnaces and the steel mills also absorbed the works that roll down the crude steel into finished forms.

At the present time, less than 10 per cent. of the total crude steel passes through the open market. As already stated, the larger part of the pig iron never becomes solid, but at once goes into the steel making process before cooling. Much of this crude steel, in turn, never becomes cool, but is rolled into finished forms, such as steel rails at once.



We make tacks and nails, too.
Send for circular.
ROCKFORD TACK & NAIL CO.,
Rockford, Ill.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



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(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



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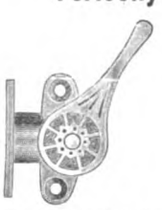
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NEVER BREAK. Operate Perfectly

TWO SIZES
ALL FINISHES



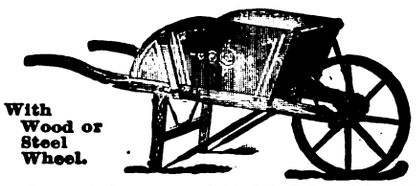
CHAMPION SIDE LOCK

New Catalog of Hardware Specialties Ready

The Champion Safety Lock Co., Geneva, Ohio

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With Wood or Steel Wheel.

Frame is made of well seasoned hard wood. Three cross bars mortised into handles. Frame painted red, and sides olive. Handsomely striped and varnished.

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SPOONS, FORKS ETC.

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

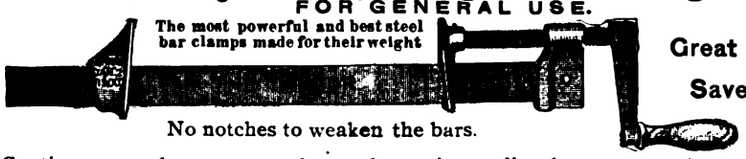
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ESTABLISHED 1840.

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FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



Great Time Savers.

No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.



Large 10 oz. Can.

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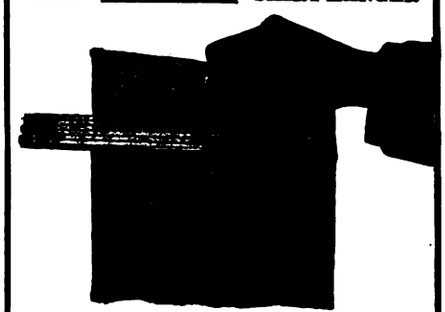
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Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

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Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
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Sausage Stuffer and Lard Press

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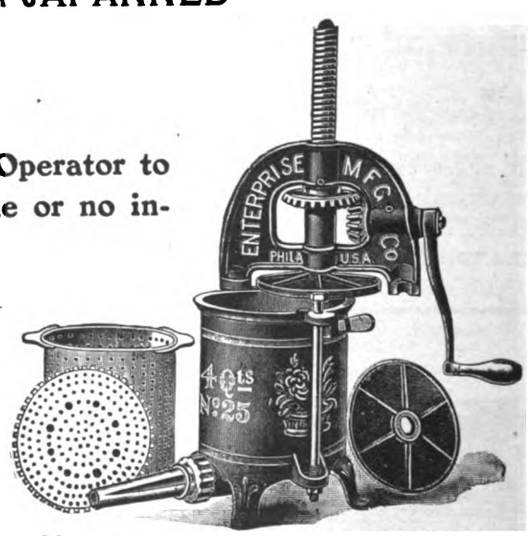
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The Tin Cylinder has Lips to enable *the* Operator to remove *the* Hot Cracklings with little or no inconvenience

No Hot Cylinder to handle when Pressing Lard

The Patent Latch prevents breakage *of* Plates

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Order from your Jobber
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8 Sizes and Styles

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N. Y. Branch, 10 Warren St. Philadelphia, Pa., U. S. A. San Francisco Branch, 105 Front St.

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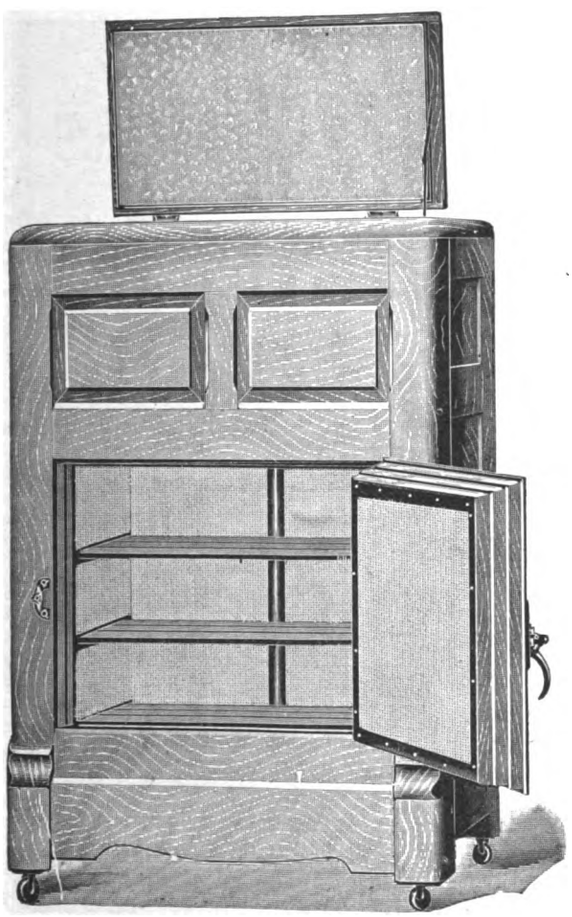
Is to furnish good Edge Tools at lowest prices; never to do less than we promise, but more if possible; and to make friends of our patrons.



Why lose a single customer by selling a poor tool when you can gain one and keep him by selling Peck's? How about your Tool Trade for 1904? Write us. Maybe we can help you.

Peck Edge Tool Co.

Cohoes, N. Y., U. S. A.



COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent Shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note— We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our line will be shown at Chicago, on and after January 2nd, by Mr. F. L. Hood, at the New Exhibition Building, 3rd floor, 1411 Michigan Ave.

Our New Catalogue will be ready about December 20th. Shall we send you a copy?

COOPER & McKEE,

113 to 121 LORIMER STREET,

BROOKLYN, NEW YORK.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



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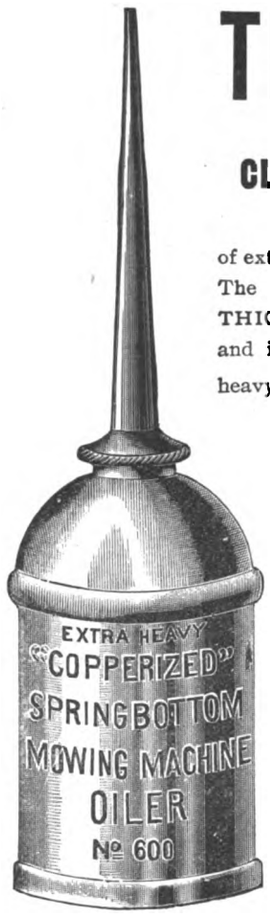
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of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

If you wish the latest tool news

Send for the Starrett Catalogue No. 17 T. It contains 176 pages of the most advanced ideas in practical tool making. Skilled mechanics prefer Starrett tools; live dealers sell them.

THE L. S. STARRETT CO., Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

The Voorhees Rubber Mfg. Co., of Jersey City, have issued an attractive garden hose pamphlet, descriptive of their different brands of hose. They have a very large business in this line, extending all over the country, and anyone interested would do well to send for one of their little books. They will find it interesting and suggestive.

✤

John D. Bethel has been selected by the Hopkins & Allen Arms Co., Norwich, Conn., to represent them in the Southern territory. As the "Hopkins & Allen" line for 1904 will be strictly up-to-date, they anticipate a cordial welcome will be extended to their indefatigable representative, who will be found worthy of every attention.

✤

E. H. Mason, Woodhull, N. Y., whose stock of Hardware was recently damaged by fire which destroyed all his catalogues, requests the favor from Hardware manufacturers of a fresh supply of catalogues in the shape of their latest issue of Hardware and specialties and house-furnishing supplies that would assist in replenishing his stock for 1904. We trust the manufacturers will respond without delay.

✤

The Josey Hardware Co., Scotland Neck, N. C., have in contemplation the building of a new Hardware store that will largely increase their present facilities for transporting their rapidly growing business. They request the catalogues of manufacturers of store fixtures, also shelf ladders, shelf boxes, show cases, nail-bin counters and elevators to be used in the store when completed.

✤

The New Year's Number of "The Arrow" has been received; this is an interesting little publication issued by N. & G. Taylor Co., Philadelphia, the contents of which are devoted to the exploitation of the merits appertaining to "Taylor Old Style." The original design on the cover in which old Father Time is teaching the young (1904) idea how to shoot, exhibits in its illustration an extremely artistic conception worthy of a larger reproduction. The contents of this monthly brochure are always of interest to the tinner, and wise is he who sends his address requesting at least a sample copy of the New Year's Number.

✤

The Vehicle Apron & Hood Co., of Columbus, O., was incorporated Wednesday, Jan. 13th, 1904, for $100,000. They will manufacture and sell Blizzard Storm Fronts, Aprons, Hoods, Horse Covers, etc. The incorporators are: John P. Gordon, J. E. Jones, F. O. Henson, O. A. Charles, E. M. DuBois. The business was started in a small way March 15th, 1900, by John P. Gordon and has been enlarged time and time again until the present capacity is 2,000 aprons daily and the firm is so far behind with orders that new capital has been secured to enlarge the capacity to 10,000 aprons daily as soon as buildings can be erected.

✤

C. I. Markham, who has for the past nine years been sales manager for the Eastern territory for Cleveland Twist Drill Co., resigned the position on January 1, as he desired to take up a line of special work on his own account. From the successful manner in which he handled the interests of his old company, he will undoubtedly achieve distinction in his new field. We wish him every success.

✤

Ira E. Douglass, who for a long time has been the New York manager of the Shelton Company, manufacturers of Tacks, Nails, etc., since January 1 has become the manager of the Tack and Nail Department of Topping Bros., who will carry a complete line of Tacks, ails, Wire Brads, Wire Nails, Rivets and Burs, Glaziers' Points, Escutcheon Pins, etc. Topping Bros. are the New York agents of the Plymouth Mills, Plymouth, Mass, leading manufacturers of this class of goods.

E. B. Brinker, of Neal & Brinker Co., manufacturers' agents and dealers in Hardware, 18 Warren St., New York, sailed for Europe on the liner *St. Louis*, January 9th, intending to make a combined business and pleasure trip which will not only include Great Britain, but as many leading cities on the continent as can be visited during an absence of six weeks.

✤

J. H. Van Newkirk, formerly manager of the Philadelphia branch of the Russell & Erwin Mfg. Company, is now manager of their New York house, succeeding Edward Meyer, second vice-president and manager, who withdrew January 1, to organize the Meyer & Cherry Company, 26 West Twenty-sixth Street, New York, now the New York representatives of the Chicago Hardware Company.

THE ATLANTA CONVENTIONS.

The annual convention of the Southern Hardware Jobbers' Association will be held in Atlanta, Ga., May 24-27 next. The semi-annual meeting of the American Hardware Manufacturers' Association will be held at the same time and place. The headquarters of the jobbers will be at the Kimball House, the manufacturers assembling at the Piedmont Hotel.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The annual meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on February 10. As usual a dinner will be associated with the business meeting. William D. Parlin, Natick, Mass., (chairman), Sewall D. Balkam, Jamaica Plain, and George J. Mulhall, Boston, constitute the nominating committee.

"TRADE PRESS LIST."

One of the most valuable papers for professional reference is the *Trade Press List*, edited and published monthly in Boston. It contains a selection of reliable lists of class journals, trade directories and newspaper directories of the United States, Canada and Europe. Its reading matter, in brief pithy style, is crowded with unique information, and the publication possesses a practical value which reflects credit on its editor and publisher, Robert M. Floyd.

TENTH ANNUAL SPORTSMEN'S SHOW.

The tenth annual sportsmen's show, to be held in the Madison Square Garden, New York, during the two weeks from Friday, February 19, to March 5, inclusive, will include a lake on the Fourth Avenue end of the building 70 x 190 feet, designed principally for practical demonstrations of high power automobile launches, varying in length from 25 to 35 feet, it being the intention to make the marine feature of the show a specially strong one. The entire lake frontage has been given up to Marine Exhibits in the way of Marine Engines, Power Launches, etc. Thus far space has been assigned to the following representative concerns in this line: Western Gas Engine Company, Mishawaka, Ind.; J. W. Newbury, New York; Pierce Engine Company, Racine, Wis.; C. H. Blomstrom Motor Company, Detroit, Mich.; Lozier Motor Company, Plattsburg, N. Y., and New York City; Panhard & Levassor, Smith & Mabley, Hollander & Tangeman, Gas Engine & Power Company, Charles L. Seabury & Co., Wm. H. Brodie Company and Fairbanks Company, New York City; Electric Launch Company, Bayonne City, N. J.; Eagle Bicycle Mfg. Company, Torrington, Conn.; United States Long Distance Auto Company, Jersey City, N. J.; Lackawanna Motor Company, Detroit, Mich.; Chas. A. Strelinger Company, Detroit, Mich.; Buffalo Gasolene Motor Company, Buffalo, N. Y., and Reeves & White, Port Richmond, N. Y.

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HARDWARE

VOL. XXVIII. JANUARY 25, 1904. NO. 8

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.
Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

Reports from salesmen already on the road indicate that the stocks of both jobbers and retailers are correspondingly light, but few overstocks being heard from, and the winter goods, on account of the recent continued cold weather with but little let up to change the demand, have worked off in good shape lots of seasonable specialties which previous to the holidays looked in the stock as though they were moving too slowly to suit. The dealers in their well assorted specifications to average up stock requirements, are not speculating on any possibilities much beyond a thirty days leeway, the immediate consumption being kept in view as a basis to work on. Orders that are being received, however, are the more easy to fill promptly for this reason, and but few express any fear whatever but what under current conditions the Spring trade will be found to show an active demand for general supplies, with few if any material changes in leading quotations. With collections very comfortably kept in hand, plenty of money seems to be within the range of possibilities, and a general feeling of confidence in the future permeates every section of the country that is extremely gratifying to witness.

The change in the price of Cut Nails was a surprise to the trade on account of the depth of the cut. It may possibly result in a greater number of contracts being made for the future that will have a tendency to increase the output of this leading staple, which at prices higher than Wire Nails were quoted and sold, was slow in moving. The natural fear would have been that Wire Nails would definitely follow suit, and the fear of it would have made a waiting market; but the advance of five cents a keg on the more salable commodity braced the market promptly, and the trade would not be surprised to find advanced quotations on both grades of Nails, those staple articles furnishing a commercial barometer which gauges a buyer's views on the future trend in prices generally, to a greater or less extent.

The dread of a presidential year, and the natural commercial conservatism that used to affect the Hardware trade when supplies were ordered to meet semi-annual demands, has gradually been relegated to the background of anticipated events; the present generation of buyers are not so pessimistic in their views in regard to the effect which political palaver might have upon the current demand.

The wheels of interstate commerce at the present time have to cover too large an area, the country is becoming too big to have such currents of publie opinion affect the ordinary channels of business progression. Crops must be planted if selling prices make a record that seemingly guarantee profitable results. Buildings will continue to be erected for the industrious workmen who can afford to rent them. Public improvements were never so generously provided for to give employment to industrious thousands, and no matter who may, next summer, be nominated for the presidential office, business will be prosecuted as usual, profits will be gathered and distributed, without any abiding fear that the "liberties of the people" are in danger in any event.

OUR EXPORTS FOR 1903 MAKE A RECORD.

The calendar year 1903 and the month of December, 1903, showed, respectively, the highest record of annual and monthly exports from the United States. The year's export figures, as presented by the Department of Commerce and Labor, through its Bureau of Statistics, were $1,484,668,127, and those of the month of December, $174,734,368. The highest preceding record for any calendar year was that of 1900, when the total exports were $1,477,946,113; and the highest preceding record for a single month was that of October, 1900, when the total was $163,389,680.

It was not until October, 1891, that the exports of any month reached as much as 100 million dollars, and it was not until 1896 that the exports of any calendar year reached as much as one billion dollars. During the four months of October, November and December, 1891, and January, 1892, exports were for the first time above the 100 million dollar line, but in February, 1892, dropped again below that line, and so continued until near the close of 1896, when October, November and December again passed, respectively, the 100 million dollar line. From that time forward monthly exports in excess of 100 million dollars were frequent, and from August, 1899, to the present time they have never fallen below 100 millions, except in the mid-Summer months of June, July and August of 1902 and 1903, respectively.

The annual exportation nearly touched the one billion dollar line in 1891 and 1892, being in 1891, 970 millions, and in 1892, 938 millions, but dropped to 876 millions in 1893, 825 millions in 1894, 824 millions in 1895, barely crossing the one billion dollar line in 1896, but moving steadily and rapidly forward since that date. Comparing conditions in 1903 with those of comparatively recent years, it may be said that the total exports in 1903 exceeded those of 1891 by 53 per cent. and those of 1895 by 80 per cent. Extending the study still farther back, it may be said that the exports of 1903 were, in round terms, double those of 1888, two and a half times those of 1873, and four times those of 1869.

Owing to the very marked decrease in imports in Decem-

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ber, which month showed a fall of about 17 millions, as compared with December of the preceding year, the total of imports did not touch the billion-dollar line as had been expected, but was within about 4½ million dollars of that sum, being $995,473,101. This leaves the table of calendar years without a billion-dollar record up to this time, though the fiscal-year statement did show more than one billion dollars of imports in the year ending June 30, 1903.

A comparison of conditions in the foreign commerce of the United States in 1903 with those of 1893 shows that the imports of 1903 exceeded those of 1893 by 219 millions, and that the exports of 1903 exceeded those of 1893 by 608 millions. Carrying the comparison still further back, it is found that the imports of 1903 exceeded those of 1883 by 308 millions, and that the exports of 1903 exceeded those of 1883 by 689 millions. A comparison with 1873 shows that the imports of 1903 exceed those of 1873 by 400 millions, and the exports of 1903 exceed those of 1873 by 917 millions. Thus imports increased 67 per cent. from 1873 to 1903, while exports increased 161 per cent. during the same time.

The following table shows the total imports and total exports of the United States in 1873, 1883, 1893, and 1903:—

Year.	Imports.	Exports.
1873	$595,248,048	$567,757,867
1883	687,066,216	795,209,316
1893	776,248,924	876,108,781
1903	995,473,101	1,484,668,127

All of the above figures, it should be understood, relate to calendar-year imports and exports, the year ending December 31, and not in any case of the fiscal year ending June 30.

The following table shows the exports during the month of December in 1873, 1883, 1893, and 1903:—

Month of December—	Total exports.
1873	$61,159,130
1883	75,611,413
1893	93,551,729
1903	174,734,368

The following table shows the total exports of the United States in each calendar year from 1890 to 1903:—

Calendar year.	Total exports.
1890	$857,502,548
1891	970,509,646
1892	938,420,660
1893	876,108,781
1894	825,102,248
1895	824,860,136
1896	1,005,837,241
1897	1,099,709,045
1898	1,255,546,266
1899	1,275,467,971
1900	1,477,946,113
1901	1,465,375,860
1902	1,360,685,933
1903	1,484,668,127

WE SINCERELY REGRET!

In the December number of "The Corbin," that artistic and valuable publication which, though devoted principally to advancing the interests of the "P. & F. Corbin" Builders' Hardware, was invariably filled with "good stuff;" we regret to see the following valedictory:—

> It has been decided to discontinue *The Corbin*, temporarily at least, this issue being the last for the present. We are glad to note the appreciative reception it has had from our customers and friends in the trade, and we sincerely thank all for the kindly interest they have taken in the publication. To our readers and contributors is due the measure of success it has had, and we hope that whatever the form of publicity it shall be decided to adopt for our goods in the future, that it will be favored with as cordial a reception as has ever been given to *The Corbin*.

Under the editorship of J. B. Comstock, "The Man in the Corner," it has achieved considerable popularity that was well deserved.

THE CONVERSION OF THE KEY.

Written for HARDWARE).

Note: The lock and key of the remodelled ancient Quaker meeting house of Salem has recently been loaned to the Essex Institute, in Salem, Mass., for its historical collections. The institute also possesses the lock and key of, as well as the whole meeting house, of the first Puritan Church in America.

THE KEY'S INTRUSION.

"Out! Out of here. Such wicked things as thee should have no place among godly people."

"Peace be unto thee" was the meek reply.

The great key of the old First church spoke harshly to the new comer in the Institute collection, the key to the old Quaker meeting house, for the Puritans hated the Quakers as Godless men.

"Away from my sight, sinner and false preacher, lest I call the tything men and have thee soundly thrashed" went on the zealous key of the Puritan Church.

"Verily, I fear not thy threats. It often pleaseth the Lord to chastise those whom He loveth, even through the hands of wicked men," calmly answered the Quaker key. "I preach out the gospel of peace. If thee smiteth me upon one cheeck I turn the other to thy blows."

"Gospel of peace? Falsifier! You but make discord and dissension in our church and state. Surely, I approve of the bold Gov. Endicott, who thrashed your friends with good leather thongs, and even hanged your leaders on Boston common.

"And what hath thee and thine done to give thee rule over the body and soul of men."

"Done! Why, of my service any might be proud," replied the Puritan key. "Feel of my hardness after near three centuries use. Of the finest iron of Norway am I, fashioned by the smiths of old England. Four ounces above a pound is my weight, and my height is ten inches. Yea, I am built of sturdy mould, such as the times needed. Did I not guard the doors of your ancient meeting house many a time against the savage Indians, who would disturb my Puritan friends at devout worship? Did I not many times open that same door for the stirring discussion of questions of public import? And did I not many times hold in durance vile those who too often quaffed at the cup which inebriates, those wretches who cheated the simple in trade, the scolds, the wicked who dared to criticise the good preacher's sermon, and those, like our friends, who conspired against the church and state? Forsooth, did I not guard the witches, those disciples of Satan who vainly tried to hold their evil sway over this fair land?"

"Even so," meekly replied the Quaker key. "Thou indeed may have done thy duty well. 'Tis not for me to judge, for I shall be judged; but harken you. I am of no less strength than thou. From the iron bogs of the Saugus River, near the great town of Boston, was I dug, and in the blazing smith of Joseph Jenks, the famous iron master of Saugus, was I fashioned. I, too, have guarded a sacred meeting house, but I have ever kept open my door to let sinners pass in to repentence.

"But, my brother, I know full well that the days of such giants as thee and me have passed. Men no longer could carry us in the pockets of their doublets, for, verily, there is enough metal in either of us to make a dozen bunches of keys such as men of this 20th century carry. Little dwarf-specimens that we could hide in the intricate windings of our many wards unloc doors to-day to far greater treasures than we could conceive withal. Our day is gone, forever. We have but to lie here for the curio seeker to look upon us, and wonder at our unfamiliar strangeness. Like mortal men, now that the world is done with us, we have no use nor purpose, save as relics of other days."

"Forsooth, I do not know but what you are right," answered the Puritan key. "In my day, I heard Roger Williams preach the doctrine of liberty to worship according to one's conscience. I saw Endicott cut the cross from the British flag. I saw the witches sentenced to death for signing the big book of Satan. But for more than a hundred years now, no man has disturbed me save to poke me over to

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look at my odd points. Surely, I am no longer of use."

"Then peace be unto thee" said the Quaker key.

"Even so, friend" concluded the Puritan key.

F. A. G.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Books of Jersey Corporation—Where to be Kept.

QUESTION: I am the Secretary of a New Jersey corporation and should like to be informed whether I am required by law to keep the books of the company within the State of New Jersey. My office is in New York and most of the business of the company is transacted there, and it would be very inconvenient if I were obliged to keep the books of the company in the New Jersey office.

REPLY: By a recent amendment of the corporation law of New Jersey the stock book and transfer book of every corporation organized under the laws of New Jersey are required to be kept in the regular office of the company in charge of their agent within the State. In the annual report, it is compulsory upon the officers making it to state under oath that the stock and transfer books of the company have been continually at their office within the State of New Jersey. The penalty for a failure to make the report is a fine of $200. The law imposes a further penalty for this omission, in that it disqualifies all the then directors from holding office for the ensuing year.

Insurance—Surrender of Policy.

QUESTION: Some years ago I took out two small policies on my own life. One policy was for $50 and the other for $100. I have paid my premiums regularly, and now the premiums I have paid in amount to more than the sums for which I am insured. Must I continue to pay premiums on these policies in order to be entitled to the principal sum at my death?

REPLY: Whether or not you must continue to pay premiums on these policies depends upon the kind of policies you hold. If the policy is what is known as an "industrial," in some companies, if you do not continue to pay your premium your policy will lapse, even in a case such as you describe, where you have already paid in premiums a sum exceeding the principal of the policy. If, on the other hand, your policy is what is known as a paid-up policy, or a policy entitling you to the issuance of a paid-up policy at a certain time, when this time arrives you would no longer be obliged to pay premiums. You should write the company in which you are insured and ask them what offer they will make you on your policy. If they will not make you a cash offer for your policy, it is not unlikely that upon the surrender of your present policy the company will issue to you a paid-up policy for an amount probably somewhat less than your present policy. If this is done you would no longer be obliged to pay premiums.

Loss of References—Damages.

QUESTION: About a year ago I took a position with a house as travelling salesman. When I was employed I was informed by head of the firm that it was their custom always to require of their employees that they should deliver their letters of reference to the firm during their employment. I was assured by the head of the firm that they would be perfectly safe and that they would be kept in the firm's safe deposit vault. I therefore delivered all my letters of reference and recommendation, which covered fourteen years of my business life, to the firm for keeping in accordance with their rules. Many of the letters I had recommended me most highly and were from men of prominence, many of whom are now dead, so that it is impossible for me to replace them. I recently decided to leave this firm, but when I wrote to them requesting them to return my papers they wrote me a letter stating that the papers had been lost and they did not know where they were. Kindly inform me through your legal column whether I have any redress.

REPLY: We are of the opinion that you have a cause of action against this firm for damages resulting from the loss of these valuable papers. The deposit of the papers with this firm under their rules and explicit instructions constitute a bailment in which they made themselves responsible to you as bailees at least for ordinary care of the papers so deposited. If, therefore, they failed to exercise due care in keeping these papers they are liable to you in damages. We consider this to be a case where, under all the circumstances, the loss of the papers is in and of itself negligence on the part of this firm, and that you would make out a prima facie case against this firm by proving the delivery of the papers under the circumstances named and by proving their loss. The burden would then be upon the firm to show that they had exercised reasonable care in the keeping of the papers named.

Annual Report of a New York Corporation.

QUESTION: Last year a New York Corporation, of which I am a director, filed its annual report as usual at the proper time. The secretary of the company was away on business at the time, so the president of the corporation alone signed the report and sent it to the Secretary of State for filing. I was in some doubt at that time as to whether a report so signed by the president alone was sufficient, but I was assured that it was all right and so thought no more about the matter. A creditor has since threatened to sue me as director of this company because he says no report was filed. We hold the receipt for the report, so that I know it was filed. Could any individual action be brought against me in a case of this kind?

REPLY: It has been held by the courts of this State that an annual report is not a proper report when signed by the president alone. It has also been held that as such a report is defective the corporation law of this State is not complied with by the filing of a report signed by the president alone, and that if no other proper report is filed the company and its directors are in the position of having failed to file the annual report required by law. We are therefore of the opinion that if your creditor has such a claim against your company, for which, if no report has been filed, he could have brought suit against the directors individually, he would, under the circumstances of this case, have a cause of action against the directors individually.

PERIODICALS FOR BUILDERS.

An important advantage to all seekers for information on a subject is its bibliography consisting of a list of the books which describe and discuss it. The best bibliography for a business man is the meritorious trade journals which cover the field of his business and its auxiliaries. Valuable publications to architects, engineers, builders and dealers in builders' supplies and materials are:—

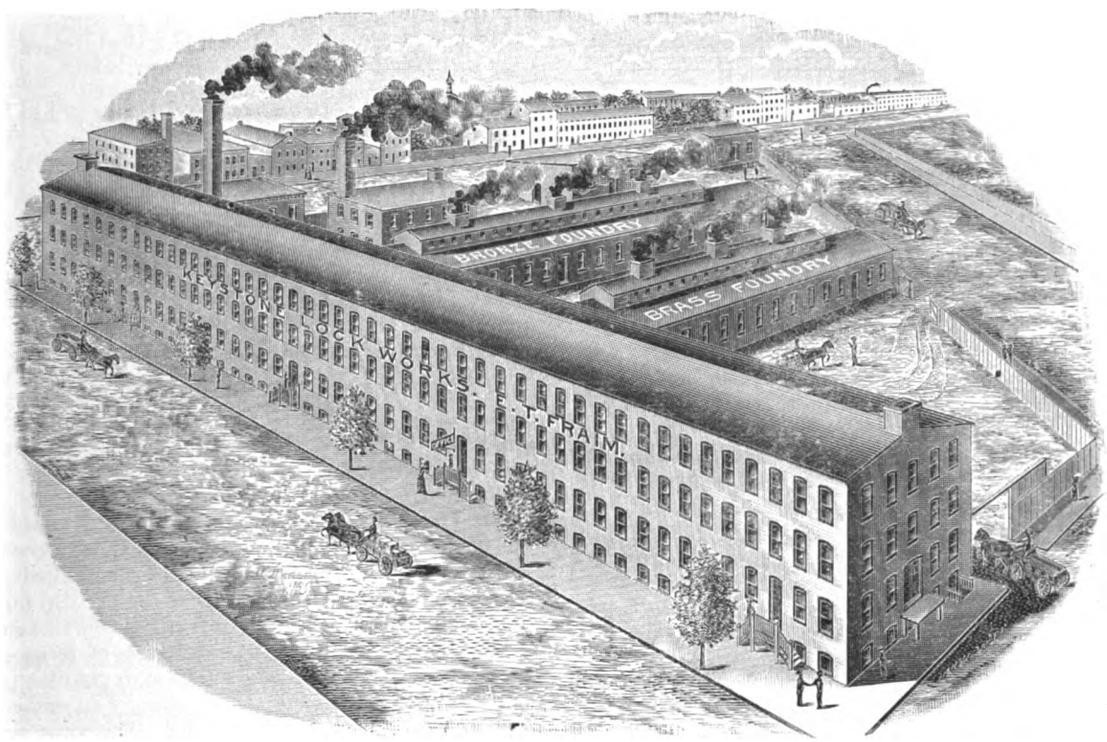
National Architect and Builder, Washington, D. C.
National Builder, Chicago.
Architects' and Builders' Journal, Baltimore.
Kansas City Architect and Builder, Kansas City.
Record and Guide, New York.
Scientific American (Building Edition), New York.
The Builder, Pittsburgh, Pa.
The Clay Worker, Indianapolis.
Hardware, New York.
Electrical Review, New York.
National Electrical Contractor, Utica, N. Y.
Architectural Record, New York.
Lumber Trade Journal, New York.
Architects' and Builders' Magazine, New York.
Construction News, Chicago.
American Architect and Building News, Boston.
Stone, New York.
Cement and Engineering News, Chicago.
Contract News, New York.
Electrical World and Engineer, New York.
Engineering Record, New York.—*Architects' and Builders' Journal.*

The man who goes about wishing he was never born is not the only man who regrets it.

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KEYSTONE LOCK WORKS' NEW CATALOGUE.

The Keystone Lock Works, Lancaster, Pa., of which E. T. Fraim is the proprietor, have recently issued to the trade their most important catalogue (No. 15) since the commencement of their progressive business, which has been of a steady growth, the full importance of which is given evidence of in the illustration we give herewith of their present plant. The catalogue under review is intended to embrace their entire production of Pressed Steel, Wrought, Cast and Malleable Iron, Steel, Bronze, Brass, Nickel and Aluminum Padlocks and Night Latches. In presenting this new catalogue to the trade, it is stated, the volume contains goods only of the production of this factory; most of which are of original designs and construction, and in such great variety as to justify the claim of being the leading Padlock factory in the business. The numerous additions to their line during the few years past includes padlocks for every known purpose, as will be judged by a glance at the contents of this new catalogue. The volume embraces in its contents a number of new patterns and designs calculated to become popular with the trade, and bring to the retailer a commendable profit. Among these new goods may be mentioned the "Canine" line on page 45; the 3 lever "Keystone" and "Defender" locks on page 52; the armored steel "Fraim" locks on page 71 with bronze inside work, seamless armored steel shell and solid steel shackle. A new high grade pin-tumbler night latch is illustrated on page 111, which is claimed to have no rival on the market. The catalogue is one that should be called for by the dealer, so many new and novel additions to the usual padlock assortment are illustrated in its contents.



KEYSTONE LOCK WORKS, LANCASTER, PA.

THE PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION.

The following letter has recently been sent to the Retail Hardware Dealers of Pennsylvania by the energetic secretary of the Association, and the convincing matter contained therein should assist materially in bringing together, in the close community of interests afforded by the State Association of retailers, every progressive Hardware dealer in the State:—

A CHANCE TO COMBINE BUSINESS, PROFIT AND PLEASURE.

DEAR SIR:—The third annual meeting of the Pennsylvania Retail Hardware Dealers' Association will be held at the Park Hotel, Williamsport, Pa., Feb. 16th and 17th, 1904. The Association is growing in membership rapidly, having added about 50 names during 1903. Permit us to cite a few reasons why Hardware merchants should be affiliated with it. The Pennsylvania Association should be at the head of the column in the movement. Other and younger States of the Union have organized several years before we have, consequently have large and strong organizations. We have every reason to believe that the meeting will be well attended, and an enthusiastic success. Can you afford to miss it? We need all the good members we can get.

The great majority of the manufacturers and jobbers of Hardware recognize the retail Hardware dealer as the legitimate channel through which to reach the consumer, and are loyal to them. A few, however, do not seem to use methods satisfactory to all retail dealers. Organization will better these conditions. You need the Association possibly more than you know. The catalogue and mail order house competition is a new born pest, and would never have been born but for the apathy and want of organization among the retail Hardware dealers of the United States. If there was no other reason for all live dealers to belong to the organization, this reason alone should suffice, for at the next session of Congress an effort will again be made to pass a Parcel Post Bill, which would put many, very many, merchants out of business. The bill is drafted, the Lobby at Washington are planning to influence legislation. Are Trading Stamps a pest to you? Organization will teach you how to get rid of them. Mutual Fire Insurance will save you money. In fact, you will realize more benefit, more actual profit, more *bona fide* dividends out of a day or two spent among your fellow toilers in the Hardware trade, than you can possibly realize to stay at home.

You cannot afford to miss this meeting, the times and conditions demand your attention, to a matter that concerns every retail Hardware dealer in the State.

We trust you have so arranged your affairs to be with us at Williamsport, Feb. 16th and 17th, 1904.

Yours very truly,

J. E. DIGBY, Secretary,

HARDWARE MERCHANTS' AND MANUFACTURERS' ASSOCIATION.

The annual dinner of the Hardware Merchants' and Manufacturers' Association, of Philadelphia, will take place at the Hotel Bellevue, on January 26th. From the complete arrangements that have been made, it is expected the coming banquet will prove one of the most entertaining in the history of this extremely influential association.

The Distinction.

"I don't see what right you have to turn up your antennae at me," said the clam. "I am as good as you are."

"I deny it," said the lobster. "Anybody can be a clam, but in order to be a lobster one has to be born a lobster."—*Chicago Tribune.*

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CONVENTION OF SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

The following letter was recently forwarded to the members of the Southern Hardware Jobbers' Association announcing a change of date for holding their convention, placing it in the week following the date originally named, owing to the fact that the annual convention of the "National Association of Manufacturers" would be held in Pittsburgh on the dates originally selected by the Southern Jobbers, which would have prevented many of the manufacturers from attending at the convention of jobbers, who have always made it a point to be present and participate in the proceedings.

To the Members of the Southern Hardware Jobbers' Association.

GENTLEMEN:—We wish to announce that the dates of the fourteenth annual convention of the Southern Hardware Jobbers' Association—which will be held in Atlanta, Ga.—are May 24 to 27, 1904. We ask that you fix these dates upon your memory and so shape the affairs of your company that one or more of your representatives will be on hand at the convention—which we wish to assure you, even this far in advance—will be one long to be remembered, both from a business and social standpoint. Inasmuch as the meeting point is in our own territory and at a very central point, there is no reason why we should not have a representative from each member of the Association and your officers are going to leave no stone unturned in their efforts to secure this result. The American Hardware Manufacturers' Association have given us assurance that they would be well represented and are pleased that the convention is going to be held in May. The traveling men are especially invited to meet with us and we ask you to extend them this invitation.

Official headquarters of our Association during the convention will be at the Kimball House, while the Piedmont Hotel will be the official headquarters of the Manufacturers' Association. Arrangements have also been made with the Hotel Aragon as well as with the Hotel Marion. We attach herewith rate card of the various hotels. Reservations will be made in the order in which they are received and you can stop at any of the hotels you choose. We would suggest that you write and engage your room at once, in order that you may be nicely located during your stay in Atlanta.

Again impressing upon you the fact that you must make arrangements to be represented at the convention, and with kindest regards, we beg to remain,

Yours very truly,

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

MAKING HEAVY SHIPMENTS.

The Syracuse Chilled Plow Company began making heavy shipments of spring goods during the past fortnight, and it is now necessary to operate some of the factory departments six days a week. Large orders, both foreign and domestic, have been booked and the company looks forward to a volume of business equal to last year.

AN OCCASION OF SOLID ENJOYMENT.

The Stowell Mfg. & Foundry Co., South Milwaukee, Wis., gave an exceedingly congenial dinner to their officers and salesmen on January 5th. Among those present were Charles E. Sammond, Robert Moscrip, Thomas W. Ferguson and A. J. Ricker. The salesmen were R. T. Brady, Chicago representative; J. J. Dalton, of St. Paul, representative for Minnesota, Iowa, Nebraska and the Dakotas; W. S. Deighton, of Kansas City, representative for Missouri, Kansas, Texas and Oklahoma; W. L. Bigelow, of Detroit, representative for Michigan, Indiana, Ohio and Southern Canada; M. J. Evans, of Milwaukee, representative of Wisconsin and Illinois, and J. M. Boyd, of Fond du lac, inventor and manager of the Hay Tool Department. The St. Louis, San Francisco, Denver, Los Angeles and Portland representatives were unable to attend, but it is hoped that they will be able to do so next year, as it proved such a profitable and pleasant reunion that the company has decided to make it an annual affair.

BISSELL CARPET SWEEPER COMPANY'S ANNUAL BANQUET.

As has been their custom for many years past, the Bissell Carpet Sweeper Company gave their annual blow-out to their officers and traveling salesmen at the Lakeside Club house, Grand Rapids, Mich., on the evening of January 4th. Robert E. Shanahan, the general manager of the company, presided, and after the banquet had been served the evening was spent in story-telling and other pleasantries. A very handsome souvenir commemorative of the occasion was placed at the plate of each guest. The Bissell Company closed in 1903 the best year in the history of their business, and have mapped out their plans for their campaign for the coming year in a very formidable way. They are just bringing out their first announcement to their customers, which is very interesting reading. Many new features will be presented this year by the Bissell Company, which will be of interest to their customers, and the company assure us that they feel very optimistic over the outlook for 1904.

THE WHITON HARDWARE CO.

The Whiton Hardware Co., Seattle, Wash., tendered a banquet to its employes on January 1 at Hotel Washington. The following persons were in attendance; C. W. J. Reckers, John F. Welborn, John Reckers, Fred Martine, C. F. McNealy, Frank B. Collins, Lloyd Martine, Guy Dickie, Louis Cragin, Tracy James, William McPhee, L. J. Cruttenden, Arthur Sherrick and Chester Klieves.

THE SEAVEY HARDWARE CO.

The Seavey Hardware Company, of Fort Wayne, Ind., played the role of host at the Randall Hotel, on January 2, when an elegant dinner was served, at which the employes of the company and the contractors of the city were the guests. Those who gathered about the festal board numbered thirty. This is the second annual banquet given by the Seavey Company to its employes. The pleasant dining room at the Randall never looked prettier than it did on this occasion. The lights were shaded with clusters of red paper and the table was laden with a profusion of ferns. Candles lighted up the whole and gave an exceedingly pleasing effect. Music was rendered during the evening by an orchestra. The menu cards were on the unique order. The cover conveyed a New Year greeting and the menu itself was in the parlance of the Hardware trade. From the "blue paint" oysters to "Seavey's Manila rope" smokers, the card teemed with wit best appreciated by men familiar with the line. As a bit of business suggestion the following line followed the celery: "Nothing to do with salary except that they are both raised by hot air." Walter Seavey acted as master of ceremonies and toasts were responded to by J. O. Brown, J. M. Heary, Henry Hilgemann, Ed Jump, William Geake, Albert E. Carroll, P. A. Randall and others.

FARWELL, OZMUN & KIRK CO.

Farwell, Ozmun & Kirk Co., wholesale dealers in Hardware, gave the seventh annual dinner to its heads of departments and traveling salesmen recently at the Commercial Club. The event afforded opportunity for mutual congratulation upon the achievements of the past and prospects for the year to come, and was heartily enjoyed by all who were of the number. H. A. Kirk, president of the company, is one of the oldest Hardwaremen in the city, and for many years has been prominent in the advancement of the commercial interests of St. Paul and its civic improvement. The house of Farwell, Ozmun & Kirk Co. is one of the foremost jobbing institutions in the Northwest, and is an important factor in the business life of the city.

PACIFIC HARDWARE & STEEL CO.

The representatives of the Pacific Hardware & Steel Co., of San Francisco, Cal., held their twelfth annual banquet recently. Assembled around the tables were 120 employes of the concern, including agents from all over the coast. Louis Walsh, the wit of the organization, presided as toastmaster and contributed much toward the merriment of the occasion.

It is always considered unlucky to get married on Friday—and quite frequently on any other day.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JAN. 4, 1903.

355,299. SHEARS, F. Celce, Holyoke, Mass.
355,323. LIFTING JACK, F. Jordon, Mobile, Ala.
355,332. CLOTHES LINE FASTENER, F. Meckel, Brooklyn, N. Y.
355,333. TRUNK OR BOX FASTENER, F. W. Mix, New Britain, Conn.
355,373. CUTTING NIPPERS, C. F. Bowman, New Haven, Conn.
355,392. SCREW DRIVER, N. Fellers, McComb, Ohio.
355,444. WRENCH, C. Farner, Milwaukee, Wis.

PATENTS ISSUED JAN. 5, 1903.

748,641. AWNING ROLLER, C. E. Newell, Saginaw, Mich.
748,664. CARPET SWEEPER, T. J. Sheets and Z. T. Sheets, Columbus, Ohio.
748,665. FOOD CUTTER, C. J. Whirreff, Brockville, Can.
748,719. TOWEL RACK, P. H. Germain, Worcester, Mass.
748,864. FINGER NAIL CLIPPER, H. C. Hart, Unionville, Conn.
748,879. SCREW DRIVER, G. E. B. Parkin, Toronto, Can.

PATENTS EXPIRED JAN. 11, 1903.

355,680. LATCH, W. B. Cantrell, Portland, Ore.
355,835. SASH HOLDER, G. H. Noble, Lowell, Mass.
355,866. LIFTING JACK, M. G. Crane, Newton, Mass.

PATENTS ISSUED JAN. 12, 1904.

749,167. WRENCH, W. E. Carter, Baker City, Ore.
749,230. POCKET KNIFE, E. A. Seferance, Antrim, N. H.
749,233. VISE, E. Shupe, Racine, Wis.
749,363. SAD IRON HOLDER, J. H. Cox, Erie, Kans.
749,469. SASH FASTENER, A. Assorati, New York, N. Y.
749,525. IRONING BOARD, L. I. Buehl, Massillon, Ohio.
749,548. CAN OPENER, C. A. Ford, Madison, Ind.

THE CORBIN CABINET LOCK CO.'S NEW CATALOGUES.

The Corbin Cabinet Lock Co., manufacturers of Cabinet and Trunk Hardware, New Britain, Conn., and 11-15 Murray Street, New York, have just issued for the business of 1904, four new catalogues covering their several important divisions of their extensive production. One, of about 150 pages, embraces in its contents the entire line of Trunk and Suit Case Locks and Trimmings, taking in valise and bag locks, hat box and buckle locks; all of which are handsomely illustrated and with list prices attached. Another composed of 67 pages, covers the unique assortment of high grade Padlocks with which the name of "Corbin" is associated, embracing a number of original and meritorious styles and designs that are leaders in that line. A catalogue of 97 pages is devoted to the miscellaneous Hardware made by the company, which includes in its contents such goods as Plain Bronze Metal Knobs and Escutcheons, and a large assortment of plain and ornamental Cabinet Hardware, such as escutcheons, box corners, hinges, hinge hasps, brass name plates, card holders and pulls, box and draw pulls and lock strikes. Included in the contents will be found heavy chest fittings, brass sliding door sheaves and rail, coin boxes, office building and apartment house letter boxes, mail boxes, etc. The fourth catalogue of 180 pages is entirely devoted to Keys and Key Blanks of what is considered as one of the most extensive assortments within reach of the Hardware dealer; even including quite a line of brass key checks and split key rings. It is the intention of the company to add to the catalogues above referred to one which will include their complete line of Cabinet Locks, then the five catalogues will be bound together to meet the approval of those in the trade handling the combined assortment. The divisional catalogues being kept ready to distribute to parties interested only in one particular line to which the special catalogue is devoted. In the class of goods shown and illustrated in the catalogues we are here referring to, few as important, or as well printed and illustrated, are within reach of the Hardwareman who will extend a glad welcome to this addition to his library. They reflect much credit on the catalogue department of the company.

CANADIAN TRADE NOTES IN HAMILTON, TORONTO AND KINGSTON.

(From our Traveling Correspondent).

During the past few years there has been a great development and expansion in the Hardware trade of the United States. It has often been noted in these columns. The progress made by the Canadian dealers has been no less rapid. The Canada Hardwareman has been quick to grasp the opportunity of enlarging his business by taking up new lines of goods—and increasing his trade by carrying larger stock.

One of the most progressive concerns in the Dominion is Wood, Vallance & Co., of Hamilton. The business of this firm has been constantly pushed westward, until its salesmen were known from the Great Lakes to the Pacific Coast. Then as the Western country became more fully developed, and more thickly settled the firm opened a branch in Winnipeg under the name of Geo. D. Wood & Co., and from that point have built up a large trade. Moving on West as though following the Star of Empire, another branch was opened at Vancouver, B. C., known as Wood, Vallance & Leggat, Ltd. Here, too, a large stock is carried and an extensive business is done. The firm are known as leaders in many lines, and carry as large a stock of cutlery and guns as any house in Canada, being agents for some of the best known English makers. The Gun and Sporting Goods departments are looked after by Frank Vallance, who is recognized as one of the best-posted gun men in Canada.

Another Hamilton, Ont., Hardware firm is the F. Hamilton Co., who are large retailers and have one of the most attractive retail stores in the city. Mr. Hamilton said that business was very good, that the demand for high grade goods was constantly growing, and that there was no reason but that 1904 would be a good year for the Canadian Hardwaremen.

One of Toronto's exclusively wholesale concerns is H. S. Howland Sons & Co., whose warehouse and offices are at 35-39 Front Street. A general line of Hardware is carried, and a steady business is done in builders' and contractors' supplies.

Rice, Lewis & Co. are extensive retailers, having the largest retail Hardware store in Toronto, and make a specialty of high-grade goods. This firm also do considerable wholesale trade, having a number of travelers on the road.

Another wholesale Hardware firm of Toronto is Aikenhead Hardware Co., with offices and warehouse on Adelaide Street. The Vokes Hardware Co. do considerable wholesale business and have a very attractive store at 111 Yonge Street.

A well arranged and up-to-date store is that of Thomas Meredith & Co., located at 156 King Street. Being in the heart of the best retail district of Toronto, Meredith & Co. enjoy a large "pick up" trade and they reported business good.

Another of Toronto's progressive retailers is A. F. Beven, 502 E. Queen Street.

Wm. H. Lake has for many years successfully carried on the Hardware business at 608 Queen Street, and has recently added some new lines, which have added much to the attractiveness of his store. Most of the Hardware retailers are making an effort to secure some of the trade in skates and other sporting supplies used in the Winter sports. The business in these lines seems to be growing rapidly in Canada and each year skating, snow-shoeing and all out-door sports become more and more popular and have a greater number of enthusiastic followers.

Another line that is often found in the Canadian Hardware store is gloves and mittens—especially the heavier kinds used by teamsters and workmen generally. In speaking of gloves and mittens as a side line for the Hardware store, A. Strachan, of Kingston, Ont., said: "These goods show a fair profit. The Winters are severe here and almost every man needs one or two pair of mittens through the Winter. The Hardware is a 'man's' store and therefore this line can be handled well by the Hardwareman."

A splendid new store and warehouse has recently been built by E. Chown & Son, of Kingston. The building being erected for a jobbing Hardware business and is a model for convenience; every feature for the rapid getting out of orders and packing and shipping has been introduced. An

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electric elevator connects all floors; the offices are on the street floor and shipping room in the rear, while the upper floors are used for stock rooms. Mr. Chown said: "Although we have been in the midst of building and have been bothered in keeping stock in shape, our business in 1903 was ahead of that of 1902 and the outlook is exceedingly good."

Dalton & Strange, of Kingston, also carry on an extensive jobbing business in connection with their retail trade. This firm make a specialty of light Hardware and such goods as are used by the country trade. Dalton & Strange reported business in good condition and had no complaint to make of the outlook for Spring trade.

Another Kingston firm doing considerable wholesale business is A. Chown & Co., whose business is largely in Carriage Hardware. A large line of horse blankets is carried, and business in these goods was reported very satisfactory. One of Kingston's exclusively retail Hardware stores is that of John Corbett; a good line of general Hardware is carried, and in addition a large assortment of men's mittens.

A large amount of American-made Hardware is seen in all the Canadian stocks, and the same reasons that have given the manufacturers of the United States preference in this market, could give Americans the trade in other parts of the world. In the first place, American-made Hardware, especially in shelf goods, are attractive and nobby in style. The Americans invariably make styles and patterns that the Canadian likes. They have worked the trade in an intelligent manner and followed up inquiries with personal representatives. Shipments have, as a rule, been more prompt from the United States than from England. The Canadian dealer in the past has for these reasons favored American goods, and the attractive way in which American goods are boxed and labeled has in no small measure helped to make them popular.

HAMMERNAIL.

NEW YORK CREDIT MEN'S ASSOCIATION.

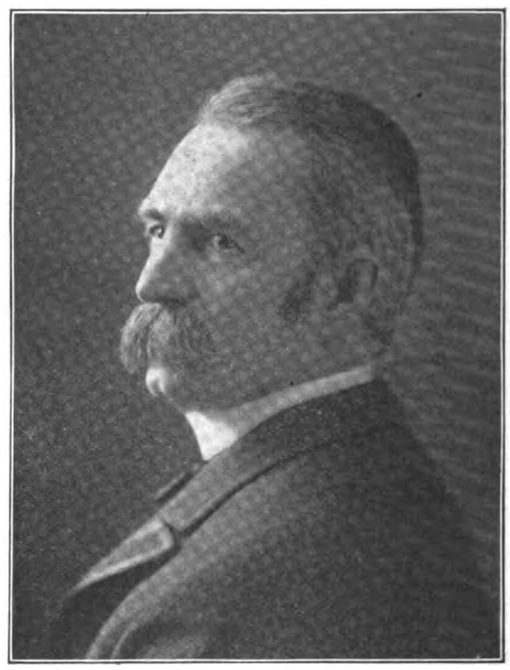
The New York Credit Men's Association, 320 Broadway, are distributing to their members the following letter, with the view of concentrating every effort to the furtherance of making their ninth annual convention something they may feel proud of. The influence for good which has been exerted by the Association since its organization has been felt in every branch of trade connected with American commerce, and its growing importance is recognized and sustained by the leading houses in all the principal cities of the country.

NEW YORK, January 15th, 1904.

DEAR SIRS:—As the Ninth Annual Convention of the National Association of Credit Men will be held in this city in June next, we again wish to call attention to the work the Association has done during the few years of its existence. The influence of the organization has been strongly demonstrated in the work accomplished in connection with the Federal Bankruptcy Law and amendments thereto and the adoption in various States of the Bulk Sales Law. It has prosecuted fraudulent failures; it has practically put an end to fake mercantile and collection agencies; it has induced merchants to take faithful inventories at regular intervals and to furnish detailed statements, and it has largely increased the efficiency of the credit man generally, by widening his circle of acquaintanceship among his fellow credit men and by furnishing him with literature in the shape of essays and copies of addresses directly bearing upon his work. The convention to be held in this city next June will, it is anticipated, be the largest gathering of Credit Men in the history of the Association. A great many prominent merchants engaged in different lines of business throughout the United States have signified their intention to attend, and it is certain that a large number of questions pertinent to general business and to credit department work will receive attention. The work of the Convention Committee has progressed very satisfactorily, and it now devolves upon each member of the Association to use every endeavor to inspire an interest in the forthcoming convention that will insure at an early date an individual co-operation in all respects.

F. E. MYERS & BROS.' TWENTY-FIFTH ANNIVERSARY.

January 1st, 1879, twenty-five years ago, F. E. Myers and P. A. Myers formed their present partnership, and it was then that the firm of F. E. Myers & Bro., first became a factor in the commercial world. Previous to this time, P. A. Myers had been employed by his brother in the capacity of salesman in his large agricultural implement business. On this self same day, the junior member of the firm took another most important step and formed a life partnership with Miss Samantha Chase. The commercial partnership has met the fondest expectations of its originators. The life partnership formed at the same time has been no less happy and fortunate. January 1st, 1904, was, therefore, the twenty-fifth wedding anniversary of Mr. and Mrs. Myers. Over 1,000 invitations were issued to their many friends to attend a reception in the afternoon and evening of New Year's



F. E. MYERS.

Day. Their beautiful and spacious home was decorated in a manner which made it seem to those present that the genii of Aladdin had transformed it into a veritable fairy land. A profusion of cut flowers, the rarest products of the florist, filled the air with a rich perfume in pleasing contrast with the reign of stern winter without. A Cleveland orchestra discoursed the choicest musical selections during the day. An elaborate lunch was served by a professional caterer. The reception was pronounced the most notable society function of an unusually brilliant season. In this connection, it is quite fitting that some reference be made to the commercial union of these two brothers. When making their annual inventory, a necessity in every well regulated business, they came across a tiny daybook and ledger, which held the accounts of this venture of twenty-five years ago upon the stormy sea of commercial life. To-day, it requires five 1,000 page ledgers to contain the 20,000 odd accounts of the firm. All the civilized lands of the globe contribute names to their pages. Nearly 500 men are constantly employed by them in the various departments of their splendidly organized and equipped plant. The word "Myers" has always been synonymous with excellence of construction. These brothers have been admirably adapted for the development of their business. The one has ably supplemented the other in his special department. They have always worked together harmoniously and to this happy combination of talent and energy is due their marked success and well earned position in the commercial and manufacturing world. F. E. Myers was interested in the early inception of the National Association of Agricultural Implement & Vehicle Manufacturers. He has given this organization, which has been of so much benefit to manufacturers in these lines, his earnest and enthusiastic support. Two years he was at the head of the Freight Committee, another of the Executive Committee, and now is the President of the Association. P. A. Myers for a number of years has been the Chairman of the important Committee on Patents.

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RECENT TRADE PUBLICATIONS.

THE WOOD SHOVEL & TOOL CO., Piqua, Ohio, are the authors of an exceedingly fine envelope size Price List of 24 pages, having an attractive cover of army blue, the booklet itself being well printed on bond paper, evidently intended for service as well as beauty. It is an exploitation of their plain and hollow back shovels, spades, scoops and drain tools. The opening page of the book contains a complete index, making a ready reference possible. The prices are arranged in a very systematic manner, making it a pleasure to use the booklet. It is a work that reflects credit upon the firm issuing it.

YALE & TOWNE MFG. CO., 9-13 Murray Street, have recently issued an interesting booklet folder under the title of "Three Labor Savers" being the latest addition to the series of chain block printed matter which they have published during the past year. This is regarded as an improvement over the previous booklet "Triplex Hoisting Hints" inasmuch as it contains more detailed information required by users of hoisting and conveying machinery. In this day of close competition the problem of transferring material economically is of vital importance, especially to the smaller plants which must necessarily compete with large power equipments. The Triplex block to the exploiting of which this booklet is designed is believed to have solved the problem for the small manufacturer in view of the fact that it requires no initial expense for power or transmission, and is always available when wanted, while at the same time is costing nothing when not hoisting. Those of our readers interested in the subject should write for this interesting literature, which will be forwarded on request.

THE IRVINGTON MANUFACTURING COMPANY, Irvington, N. J., for whom J. H. Graham & Co., 113 Chambers Street, New York, are selling agents, have recently issued their 1904 catalogue covering their lines of drop forged goods, such as Lineman's Side Cutting Plyers, Mechanics' Combination Plyers of new and convenient shapes and styles, Farmers' and Machinists' Universal Plyers and a number of unique styles of plyers for the use of telephone and switchboard builders, plumbers and machinists, and also for general household use. They make an assortment of splicing clamps, embracing all the possible varieties demanded by the consumers. They make also Combination Wire and Sleeve Clamps that are warranted and may be relied upon. Dealers handling forged steel goods should send for this catalogue.

W. L. BARRETT, Bristol, Conn., has recently sent to us one of their catalogues and price lists of glass cutters which are products of their manufacture. They illustrate and describe ten different styles of glass cutters. Their No. 4 they describe as being a combination glass cutter, putty knife and point driver making a complete glazier's outfit. The No. 6 is a circle sweep for cutting circles, rounding lights, etc., made in two sizes, 20 and 40 inches. The metal parts are nickel plated throughout, and bottom of disc, rubber covered. No. 7 is a glass tube cutter which is very handy for engineers, steam-fitters, or any one wishing to cut glass tubes. They are nickel plated and packed one in a paper shell with full directions for using. For further information, write manufacturer as above for catalogue.

THE PORTER SCREEN MANUFACTURING CO., Burlington, Vt., have recently issued their 1904 catalogue which is a very unique and attractive one, exploiting their high grade screen doors and adjustable window screens. The catalogue is arranged systematically and is finely illustrated and printed on excellent paper, having between each page an oiled sheet bearing a suggestion regarding the selection or purchase of adjustable screen doors and windows. All doors are made of pine and are packed one half-dozen in a crate, unless otherwise specified in their catalogue. Window screens are packed one dozen in a crate with the exception of their Klondike and Fairview, which are packed two dozen in a crate. The average weight of doors is 200 lbs. per doz., average weight of windows 40 lbs. per dozen. They do not make any of their doors in special sizes, except their No. 70 and common doors.

ENERGY ELEVATOR COMPANY, No. 411 Cherry Street, Philadelphia, Pa., are placing in the hands of their patrons a catalogue of very attractive appearance exploiting their hand elevators and dumb waiters, of which they make a specialty, including all attachments and appliances for same, consequently, by confining themselves to the manufacture of this line exclusively, and having had many years experience in the construction of this class of machinery, they claim they are enabled to produce the best for the very lowest price. Included in the contents, fully illustrated and described, are side post and back guide hand elevators, carriage or warehouse elevators, ornamental brass tube dumb waiters, etc. Their hand elevators are simple in design and thorough in construction. The shafts are of turned steel revolving on roller bearings and in boxes accurately and smoothly bored; the pinions are shrouded, the gears strong and well proportioned, and all wheels are fastened to shafts by keys. The machinery is bolted to rails supported by posts. They claim to have the most secure and reliable brake on the market, which consists of a friction band operating on the outside diameter of the large rope wheel, thereby securing the greatest friction surface in the place where it is the most effective, giving a powerful brake amply sufficient to hold the full load at any point, operated by a check-line which holds the platform stationary by a downward movement of the operator, or an upward movement to start the platform. For further information regarding their several styles, write the manufacturers as above.

THE NICKEL PLATE STOVE POLISH CO., 459-461 Illinois Street, Chicago, Ill., are sending out a neatly arranged envelope size catalogue and price list exploiting their stove polish, stove putty, asbestos cement, roofing cement, metal polish, aluminum enamel and iron enamel. The manufacturers state that in the manufacture of their goods they use only the best materials, endeavoring to see how good they can make them. They guarantee their products to be as good as they represent them. The brands they manufacture are as follows:—Black Jack, Black Eagle and Black Kid stove polish; Peerless iron enamel, Peerless aluminum enamel and Wizard metal polish; Russian asbestos cement, Russian stove putty and Russian roofing cement.

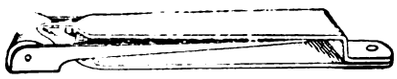
J. M. MAST MANUFACTURING CO., Lititz, Pa., have issued an extremely neat envelope size catalogue exploiting their rat traps, patent buckle tip floats, slaw cutters, shavers for shaving chocolate, potatoes, apples, etc., and corn graters. They have made animal traps for ten years and their annually increasing sales have twice compelled them to double the size of their factory. Their patent floats, they claim, are made of a material tougher, lighter and more buoyant than cork, the patented loop-tips make them readily attachable to the line and easily adjusted to the proper depth. They offer in their "Combine" cutter two efficient utensils in one, and costing little more than the price of a good slaw cutter without the corn grating attachment. The No. 2 slaw cutter, the company state, is "the kind our grandmothers used." Those were hand forged and tempered to retain a keen cutting edge. This knife is made from the best steel and tempered just like those. The name and address of the J. M. Mast Mfg. Co. is stamped into the wood on this cutter and they guarantee them to be just as represented. Their "Little Shaver" shaves chocolate so thin that it dissolves without stirring. The knife is of fine tempered steel and carries a keen cutting edge. Their "Favorite" corn grater is made of good hardwood and fine steel. To operate you pass the corn forward over the teeth, which will puncture the grain and the smooth edge will scrape out all the nutritious elements and leave the shell of the grain on the cob.

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NEW GOODS AND SPECIALTIES.

THE KLIP-KLIP.

The Klip-Klip Co., Rochester, N. Y., are the manufacturers of the "Klip-Klip" which is a salable little specialty that has met with great success throughout the Hardware trade. We give herewith an illustration of it, which is shown in the exact size of the article. It is a unique article for the toilet being a practical combination of a knife and a file all set

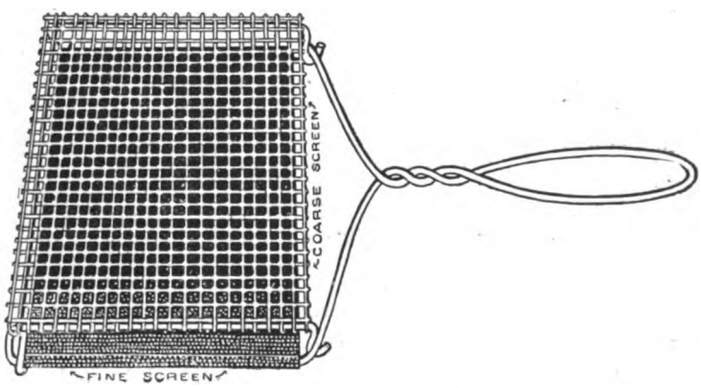


EXACT SIZE WHEN CLOSED.

in one instrument, the dimensions of which are 1½ inches long and ¼ inch thick. It very cleverly clips around the corners of irregular shaped nails, shapes them and files them, and in its action prevents them from being cut too short or from cutting the flesh. The cutting blade is made from fine cutlery steel, the remainder of the article being manufactured from solid German silver. As it is designed to be marketed at a moderate price, it has won its way and is regarded as a popular novelty.

THE SCIENTIFIC TOASTER.

The Onondaga Manufacturing Company, 120 South State Street, Syracuse, N. Y., are placing upon the market what they claim is the most scientific toaster now before the trade. This toaster, it is stated, is the result of many experiments in endeavoring to obtain a toaster which under all conditions could be relied upon to obtain the quickest and best results.

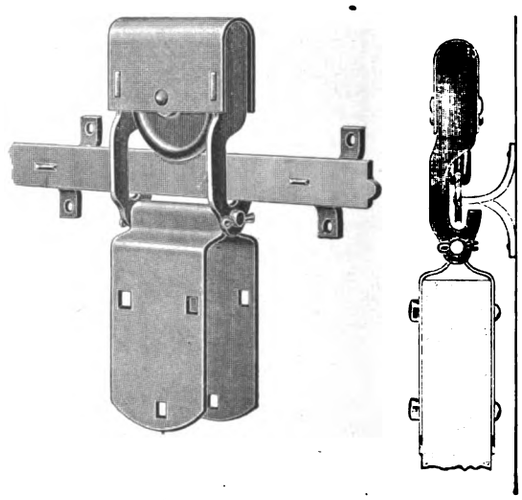


THE SCIENTIFIC TOASTER.

The method of construction secures this, two degrees of fineness being used in the steel wire screens by the aid of which its success depends. The coarser mesh is for coal stoves, while the finer mesh is more appropriate for the gas or oil stoves, so that by simply turning it over, it may be made to conform to either. They are well made and designed to sell at a moderate price. Further information may be obtained by addressing the manufacturer as above.

LANE'S HINGED DOOR HANGER.

Lane Bros. Co., of Poughkeepsie, are placing before the trade a new Barn Door Hanger for 1904, for which a number of marked advantages are claimed over similar devices now on the market. The hanger is of the hinge joint "tied on the rail" variety, and permits some side flexibility at the top of the door, which will compensate for slight warping or binding of the latter. It has a detachable door piece which has proven a great convenience in the case of hangers having a guard back of the rail. By reference to the illustration it will be noted that the wheel is not only covered as that term is ordinarily understood, but protected at the ends as well. The hanger frame is made entirely of steel and is exceptionally strong as the supporting strains are nearly direct tension. In suspending the load it is carried but a very short distance from the center around the rail as will be noted particularly by the end view, and as the metal is wide in section there is but very little tendency to straighten out at this point, while the hinged pin itself on which the clevis is supported passes through holes in the lower part of the main frame. The clevis is very wide permitting three bolt holes, that are not in line, and is supported the whole width on the hinge pin; but it is not prevented from rising independently of the latter as far as the underside of the track, therefore jamming a door so that one edge jumping up cannot possibly strain the hanger.



LANE'S HINGED DOOR HANGER.

With this hanger the bottom of the door is not only free to swing outwardly on the pivot, but may be raised to a horizontal position or even higher if it is desired to use the door as an awning. The wheels are fitted with the regular Lane Roller Bearings having a separate bushing for the rollers to run on. It is manufactured in the three popular sizes, suitable for 1, 1¼ and 1½ inch rail.

THE U. S. MAIL BANK.

O. B. Fish, cor. Hudson and Harrison Streets, New York, is the manufacturer of the "U. S. Mail Bank," recently presented to the consideration of the Hardware trade and which has already achieved a popularity of its own. We



THE U. S. MAIL BANK.

give an illustration of this desirable specialty herewith. It is substantially made of cast iron and nicely finished in aluminum bronze, being an exact *fac simile* in style of the regular Government box seen on every block in the city. It is regarded as being a unique and attractive design for the purpose. It is provided with a patent up-to-date combination lock, similar to those in use on Marvin or Herrings safes; also a patent device which prevents money being shaken out of opening or slot in which deposits are placed. It is 6½ inches high, 4¼ inches wide, 2¾ inches deep and weighs 3 pounds and 3 ounces.

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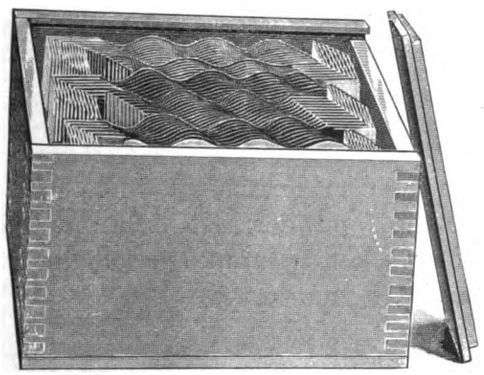
THE NIAGARA VENEER TIE OR BOND.

The Metal Stamping Co., Niagara Falls, N. Y., are the manufacturers of the Niagara Veneer Tie or Bond we illustrate in the course of this article. They are designed for securing brick to frame in brick veneer buildings. They are of the best steel, galvanized, 7-16 in. wide, and reach 3½ in.



NIAGARA VENEER TIE.

into the brick wall free from the sheathing. They weigh about three pounds to the gross, and are snugly packed three gross in a wood box with locked and glued corners and slid-

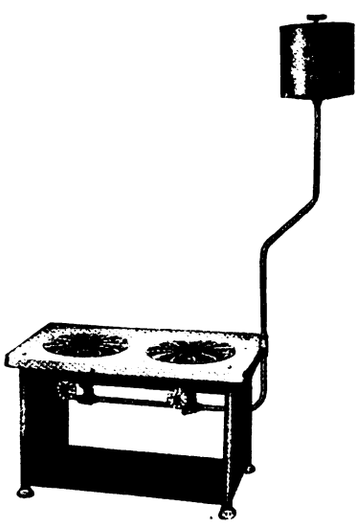


MODE OF PACKING ADOPTED.

ing cover. These boxes are packed four, eight or twelve in a good case, weighing, ready for shipment, about 50, 90 and 125 pounds respectively. Thus they are exceptionally convenient for the jobber and the retailer while the builder will find them the handiest possible shape to take on the wall. They are fastened to the sheathing easily and rapidly with a common roofing or other nail, for which there is a hole punched. Bedded in mortar, they are practically immovable, as every part—top, bottom and sides—resists movement, uniting the frame, sheathing and brick wall into practically one strong and solid body; and under ordinary circumstances it is claimed to be impossible to produce the slightest approach to a separation of the parts.

"RELIANCE JUNIOR" CABINET GASOLINE STOVE.

Cabinet "Reliance" Junior Gasoline Stoves herewith illustrated are manufactured by the Shelby Stove & Mfg. Co., of Shelby, Ohio. These stoves are designed to meet all

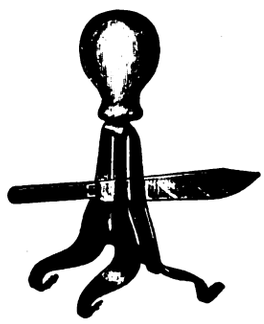


"RELIANCE JUNIOR" CABINET GASOLINE STOVE.

conditions necessary for a perfect Junior Gasoline Stove at a moderate price. The burners are constructed with a full brass angle, having a brass standpipe, thus eliminating the necessity of gasoline passing through an iron base. The top is claimed to be the largest offered and is fully guaranteed to satisfy those wishing a stove of its capacity. The manufacturers also make other styles for use without being placed on a table or range—of just the right height for perfect results. These stoves are of neat design and easily cleaned. They are handsomely ornamented and are by far one of the most attractive stoves of their class on the market. The Junior step is a point that will interest any housewife, and help to make the stove a ready seller for the dealer. The chief aim of the manufacturers, it is claimed, is to produce a stove which for general utility cannot be excelled. Their rapidly increasing business would indicate that they have struck the popular fancy, and that dealers who are handling their goods think well of them. The manufacturers will be pleased to send catalogue and quote prices to dealers.

THE "BEST YET" KNIFE SHARPENER

The F. H. Smith Mfg. Co., 18-30 W. Randolph Street, Chicago, among the many salable specialties emanating from their works, are turning out an extremely convenient knife sharpener illustrated by the accompanying cut. It is marketed under the suggestive name of "The Best Yet," and is

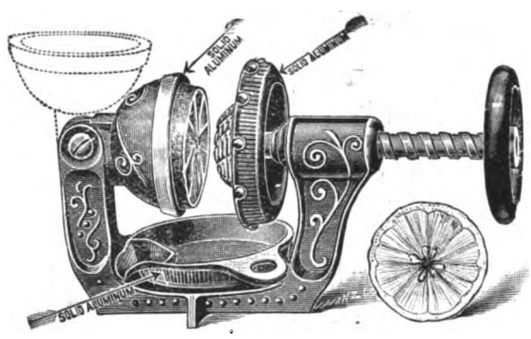


THE "BEST YET" KNIFE SHARPENER.

made of nickel plated steel throughout, with a hardwood handle. It is so complete in its construction it does not have to be clamped or screwed down. The knife being placed in the slot, is pressed gently between the cutters and a smooth keen edge is produced from heel to point. The simplicity of the operation required, and the moderate price at which it can be sold should cause it to meet with a ready sale. Circulars will be forwarded by the manufacturer upon request.

THE 20TH CENTURY JUICE EXTRACTOR.

Matt Redlinger, Freeport, Ill., among a number of useful specialties that have met with a widely extended sale, is the manufacturer of the 20th Century Juice Extractor, of which we present an illustration. It is provided with a solid



THE 20TH CENTURY JUICE EXTRACTOR.

cast composition brass screw, which is run through babbit metal to ensure its quick and easy operation. For bar use, it is furnished with a solid aluminum saucer, holder and plunger, making it impervious to acid or water. It is claimed to make a perfect beef juice extractor and this fact has assisted greatly in its distribution. Circulars giving full particulars will be forwarded on application. It will be found a salable addition to any Hardware stock.

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NEW U. M. C. PRODUCTS.



The 32 Automatic Colt Pistol is loaded with a special high power smokeless powder, giving high velocity and operating freely through the mechanism of the automatic Colt pistol (pocket model). Those with the soft point bullets will be found desirable for sporting purposes.



These cartridges are also made with metal cased bullets and are accurate for target purposes at ranges suitable to pocket pistols.

RIM FIRE CARTRIDGES.

New 22 short ungreased, 22 long ungreased and 22 Winchester ungreased are inexpensive rim fire cartridges loaded with the best grade of smokeless powder. Boys are calling for these cartridges as they can be carried loose in the pocket without the old inconvenience of the greased cartridges. They will not lead the gun.

U. M. C. ammunition shoots well in any make gun.

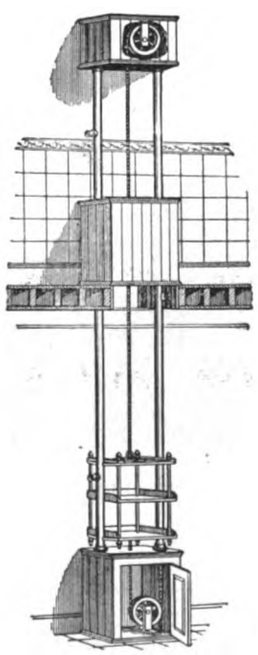
The Union Metallic Cartridge Co.,
BRIDGEPORT CONN.

Agency.
313-15 Broadway,
New York City.

Depot.
86-88 First St.,
San Francisco, Cal.

ORNAMENTAL BRASS TUBE DUMB WAITER.

The Energy Elevator Co., 411 Cherry Street, Philadelphia, among the many styles of Dumb Waiters and similar safety appliances, are the manufacturers of the Brass Tube Dumb



ORNAMENTAL BRASS TUBE DUMB WAITER.

Waiter, which we illustrate herewith. This Waiter is for light service. The car is made of highly finished hard wood trays, with polished brass fittings, and may be accessible from one or two sides as preferred. It is guided on two polished brass tubes, one of which is used as a speaking-tube, while the other contains the counterweight which balances the car. The operating gear consists of cotton rope, passing over free-running, noiseless wheels, one at top and one at bottom of shaft. It is claimed to be a very satisfactory elevator for quick, light work, and is well adapted to places where ornamental effects are desired, such as restaurants, offices and hotels. Prices will be furnished on application.

E. C. ATKINS & CO.'S NEW CATALOGUE.

E. C. Atkins & Co., Indianapolis, Ind., are distributing to the trade the Hardware edition of their catalogue for 1904, which consists of a pamphlet of over 200 pages. It is the most complete of any they have issued and will be found more than usually useful by the trade. Incorporated in its contents will be noticed the entire line of their goods which is distributed through the extensive Hardware trade whose friendship they have zealously succeeded in obtaining and holding; embracing as it does, Hand, Panel and Rip Saws of every grade and variety in which they are produced by their works, the registered trade marks connected with which will be found on page 12. Circular and Cross Cut Saws, Hand Saws, Gang, Drag and Mulay Saws, One Man Cross Cuts in large variety, Cross Cut Saw Handles, Hack Saws of every description, Corn Knives, Plastering Trowels, Vegetable Slicers, etc., etc. To this catalogue in comparison with previous issues, a large assortment of new goods has been added not usually found in a Saw Catalogue of the usual compilation. A number of changes have been made in list prices, so it is important that the dealer should be in possession of this catalogue, the latest. An excellent telegraph code of wide importance is condensed on 6 pages that will be found worth studying up for "rush" orders, covering as it does so many features connected with the ordering department, it denotes that considerable care has been given this division of the pamphlet.

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REVIEW OF THE MARKETS.

WIRE NAILS. The small advance in the price of Wire Nails made recently by the leading producers, setting the pace for the market, was a very politic move on the part of the producers and had the effect of bracing the market at a time when many in the trade thought weakness might be shown, especially as its natural competitor had dropped so far and so unexpectedly. Further advances are now anticipated, and orders have been stimulated to a degree that make the order books smile encouragingly. If orders should be largely required for early delivery, a shortage is apprehended, as the stocks at the mills are not unprecedented as to quantity. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.90
Retailers, carload lots 1.95
Retailers, less than carload lots 2.05

New York. There is only a fair demand in the local market, and mostly for small lots from store. Quotations are as follows:

Single carloads $2.05
Small lots from store 2.15

CUT NAILS. The drop in price of Cut Nails, noted in our recent issue, of 20 cents a keg, has not materially increased the current demand, although stimulating stock orders for those localities in which Cut Nails are held in steady request. The present quotations, based on present cost is referred to as being abnormally low to last any length of time, and higher figures may prevail at the next monthly meeting, more in sympathy with Wire Nails. On either Steel or Wire Nails, with no discrimination as to locality, quotatons are as follows:

Carload lots ..... $1.70 base
Less than carload lots 1.75

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand is a limited one as stocking up is hardly in order. Quotations are as follows:

Carloads on dock $1.84½
Less than carloads on dock 1.92½
Small lots from store 2.00

BARB WIRE. The recent advance in price of this active staple has stimulated a good supply of orders in good quantities, as the anticipated business this Spring is a sanguine one. The recent quotations in the face of a good business are held firmly; as requisitions are booked in generous demands, the market assumes a stiffening that may predicate a higher range of quotations in the near future. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE. Business is reported by the leading mills as being up to anticipations, many requirements being booked at the slight advance made recently which has been the means of bring in a number of orders covering possible requirements for weeks to come. In many cases the present quotations are regarded as being too low to last very long, and a large tonnage is already reported as being secured for future delivery. Quotations are as follows, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.85
Retailers, carloads 1.90
Less than carloads 2.00

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE. It is anticipated that no settled prices will prevail in the Binder Twine market earlier than was the case last year when the International Company controlling the production largely, waited until April before announcing current quotations, booking orders as they did at a price to be agreed upon under a guarantee. Eastern manufacturers to some extent are quoting a possible range, based on 10 cents for Sisal and Standard, with a qualified guarantee against decline until May 1st, with the usual rebate for carload lots.

CORDAGE. A moderate business only is reported, with quotations held as previously quoted:

Pure Manila, 7-16 inch and larger ..... 11½@12
⅜ inch ..... 12 @12½
¼ inch and 5-16 ..... 12½@13
Pure Sisal, 7-16 inch and larger ..... 9¼@ 9½
No. 2 Sisal, 7-16 inch and larger ..... 8¼@ 8½
⅜ inch ..... 8¾@ 9
¼ inch and 5-16 inch ..... 9¼@ 9½
Lath Yarn, Medium and Coarse... 8½@ 8¾
Jute Rope, No. 1..... 6½
No. 2..... 6

LINSEED OIL. Under date of January 20, the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...41 cents per gallon.
In lots of 5 barrels or more.....40 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The New Year has opened with considerable promise and it is noticeable that the salesmen now on the road are finding results not only equal to last year, but in some cases better. This is apparently a very sure indication that stocks are very low as with but few exceptions there is very little temptation to speculate, and it would be safe to say that goods are being bought for immediate consumption. The remarkably cold winter has cleaned out all seasonable goods, so that with shelves bare of winter articles and with money in the bank, dealers are in good shape to anticipate a fair business in the Spring, and despite the fact that the Spring of 1903 was not a seasonable one there is now an active demand for many Spring and Summer goods. The only eventful recent change in price has been that of Wire and Nails, which advanced 5 cents per 100 lbs. on the 14th of the month, with a probability of a further advance in the near future. Cut Nails, however, parted company and instead of being higher than Wire Nails as they were last year went the other way and are now quoted about 15 cents per keg less, but whether this will have any effect in increasing the demand remains to be seen. It is gratifying to report that there seems to be a marked improvement in the demand for pig iron and raw material and now that the buying movement has started by the Jobbers the factories should be kept well employed. Some pessimists lay stress upon the fact that 1904 is a presidential year, but we are inclined to think that this is rather a popular delusion, as a careful examination of our records for the last thirty years reveals the fact that Presidential years do not show any apparent falling off in sales compared with other years. On the contrary, one or two presidential Falls showed a marked increase in the amount of sales. It does not do, therefore, to become unduly scared and we are inclined to think that the evil effects of presidential years are largely imaginative and subject to discount.

BIDDLE HARDWARE CO.

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THE SAGINAW TRADE.

Business has been quiet the last two weeks in this section of the country, and most of the dealers have been taking inventory. We have had a severe Winter and good sleighing, and the ice crop is harvested, and the ice is very thick and nice. Michigan ships a good deal of ice South. The continued deep snow on the land is likely to make the Winter wheat crop better than usual. The coal mines in this vicinity have been working to their full capacity, also the plate glass factory, lumbering tool factory, collar and harness factories and piano factories. The late advance of a dollar per ton on nails and wire has led the country merchant to believe that the bottom has been reached. There seems to be a healthy feeling, and collections are better, and we look forward to a normal Spring trade. MORLEY BROS.

THE CHICAGO TRADE.

The commencement of the New Year finds us in a good state of preparation for the Spring trade. Our force of employees is well organized. Our salesmen on the road as well as in the city are actively engaged in taking orders for present and future delivery so that in comparison with one year ago, we seem to be fully as busy if not more so than last January. The low prices that have been prevailing for Plain and Barbed Wire, Wire Nails, Fence Staples, Galvanized Iron, Sheet Steel, Tin Plate and many other goods has induced free buying and we look for a large volume of business during February and March. Steel Goods, Netting, Wire Cloth, Freezers and Screen Doors are all going off in good shape and our salesmen inform use that indications point to a good demand for Builders' Hardware. The advanced price of one dollar per ton on heavy goods seems to have been expected and as stocks of goods were reduced considerably in December, staple articles are now in urgent requst. WELLS & NELLEGAR CO.

THE COLUMBUS TRADE.

The business year of 1904 is now on in earnest. Inventories are completed and such changes in storing stock and other details that seem to be necessary yearly (especially when you are crowded for space), have been made. Salesmen are making their regular visits and we believe dealers are glad to see them. A popular salesman is always welcome and his visits are looked forward to with pleasure by the buyer. Then there are others that could stay away forever and not be missed. That kind, however, don't last long on the road. Dealers are buying freely, indicating confidence in the future. Prices on some goods are badly demoralized and pay no profit to the jobber; but that is an old story and will always be with us. The advance on wire and nails made many a dealer prompt in accepting any real or conditional option he may have had. We think it advisable for dealers to get their specifications in without delay as it looks very much as though manufacturers will have more than they can do in March, April and May. Our Winter is still with us. We have had no warm weather or rain for nearly two months but the rivers are covered with ice from 12 to 14 inches thick and the ground with snow. If we have a rain when warm weather comes, there will be considerable damage. Our city is threatened with an epidemic of typhoid fever. A flood would no doubt be a good thing to wash the polly-wogs, dead rats, etc., out of our river. It is surprising how many people are improving the opportunity to drink beer as a steady drink. The water is bad you know or I would not drink beer; but the chances are the same fellow hasn't used water only to bathe in for years, but an excuse sounds nice.

THE SMITH BROS.' HARDWARE CO.
J. H. SMITH.

THE ST. PAUL TRADE.

So far in January, business has been beyond our expectations. It is somewhat of a worry to us as to how the retail man will treat his account, as so many have been unable to pay up and he is now starting on a new year with the old balance still hanging over his head, but we must carry him through, whether we desire to do so or not. It is pleasant to see the steadiness of the market. So many goods have held their prices, some have advanced and some declined, but alto-

New..

Models

AND

New..

Prices

for 1904

See Our Line

BEFORE PLACING

YOUR ORDERS FOR

SHOTGUNS
RIFLES
or
REVOLVERS

The Hopkins & Allen Arms Company

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.". GOLD MEDAL.

gether the market is steady. This is gratifying and shows that some have been frightened without cause. We certainly have passed through a critical time, and trust that the future is assured to the extent that values will be maintained.

HACKETT, WALTHER, GATES HARDWARE CO.

THE PITTSBURGH TRADE.

The year 1904 opens for the Hardware trade in this city with smaller business than the same month a year ago. Then everything was at the top notch of prosperity, while at present the steel trade and its attendant branches are just beginning to emerge from a severe depression. That it is improving we think there is no doubt. Coke ovens by the thousands are starting, mills that employ thousands of men are opening and the expectation is that when Spring comes it will find this section again prosperous with a good amount of business for all. Continuous Winter weather for two months has completely closed our rivers with ice and reports of heavy snows at the head-waters make us apprehensive of high waters and damage when the break-up comes. The movement throughout the Ohio Valley to improve the river with locks and dams, making a depth of 9 feet from Pittsburgh to Cairo, is awakening much interest. The National Government should take hold of the matter in earnest as it deeply concerns the people of 14 States with a population of over 13 millions and would be of incalculable value to the commerce of this region. LOGAN-GREGG HARDWARE CO.

THE SAN FRANCISCO TRADE.

It is a dry, Summer-like Winter we're having this January, and "Sleigh Bell trade" as usual is a blank in this market. Yet, notwithstanding the absence of Eastern snow-weather, bells of delightful memory the California trade is not without music; the air is full of it, albeit of a discordant brand, veritably traceable to the iron-steel slump.

When the writer called this week at Miller, Sloss & Scott's it was distinctly plain that heartfelt gloom was all-pervading among principals and employees on account of the death of the nine-year-old son of the last named member of the firm, A. L. Scott. The sorely-stricken and prostrate father had been present during most of the two weeks' illness at the bedside of the little sufferer from pneumonia. The funeral occurred on the 14th instant.

C. A. Bowman, in the trade in early days in connection with Wright's Hardware store in this city, the original of the present Philpott & Plummer store, and with Pierce & Co., Oakland, is now materially increasing lines in his Hardware store established three years ago far out in the Western addition of this city at 1707 Devisadero Street, a then distant location that has proved under his personal management an exceptionally good investment.

Many Hardwaremen in San Francisco are in receipt of an invitation from Marysville, from Secretary Boyd, of the Pacific Retail Hardware Association, to visit Sacramento with their wives and attend the "Pacific's" sixth annual convention. The envelopes enclosing the illustrated serio-comic invitations are besmeared with a grease spot on the upper land-hand corner over this announcement in red ink: "This is all there'll be left of you." Many members of the San Francisco trade purpose going.

San Francisco wants it known that it's to be the next "It" after St. Louis as a world's fair city. The project to have an event of this kind in full development in 1915 was the sole matter of consideration at a December 12th meeting of the Merchants' Association, and called forth the heartiest approval of the members.

INDUSTRIAL PRESS ASSOCIATION.

THE OMAHA TRADE.

The usual rush incident to the closing of one year's business and the opening of another is about over and the smoke is clearing away to an extent that enables us to look back over the year past and see what the results have been and plan for the coming year with the experience gained from the one just closed. In a general way the volume of business transacted by the Hardware trade appears to have been somewhat below that of previous year, but the balances generally appear to be satisfactory and no complaint is made in regard to the results of the past year's business. Trade throughout November and December was rather light and there was an uncertain feeling on the part of the trade as to the future. This condition of affairs, however, appears to have undergone a marked change since the first of the year and while dealers are buying light on account of the difficulty in keeping up their collections, yet there is a firmer feeling and a better tone to the trade than was exhibited during the closing months of last year. Collections have also improved to a material extent and there appears to be nothing in the way of an average year's business for this year at prices stronger and more satisfactory than seemed possible three or four months ago.

WRIGHT & WILHELMY CO.

THE BRISCOE MANUFACTURING CO., Detroit, Mich., have issued a little booklet about their O-Rib-O stoves and galvanized ware, on the front cover of which is an attractive view of their press department. They also give numerous illustrations of their heaters, pails, tubs, oil cans, sap buckets, etc., all of which are corrugated. Their wood heaters are made of extra heavy refined steel and are reinforced with heavy steel lining. There is both lower and upper draft both nickel plated, and an ash door at the bottom. There is also a check draft in the pipe collar. These parts are pressed out by special machinery exactly alike every time, insuring a perfect air-tight fit. One of these little booklets explaining their goods in detail will be mailed upon application to the Briscoe Mfg. Co.

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The North Dakota Retail Hardware Association, which will hold their seventh annual convention at Grand Forks on January 27, 28 and 29, have prepared the following program. From present indications it is anticipated they will have an extremely interesting meeting, with the largest attendance in its history. All the railroads that operate in that State have granted a "one and one-third" rate, on the certificate plan, and the same will be granted from all points in Minnesota to Grand Forks, so that any person living in the Twin Cities or Duluth can take advantage of the low rate and attend.

PROGRAMME

Wednesday, January 27th, 1904.

MORNING SESSION, 10 A. M.

Meeting of Executive Committee.

AFTERNOON SESSION, 2 P. M.

Address of Welcome—Mayor Dinnie.
Response, Vice-President, H. F. Emery.
Roll Call to Members.
Enrollment of New Members and payment of dues.
Appointment of Committees.
Paper "Uniform retail prices and fixed terms of sale by Retailers"—H. J. Hellekson, Fairmount.
Discussion.
Paper "Efficient Salesmen"—W. H. Pinkerton, Lakota.
Discussion.

NOTE:—The Question Box to be found in Convention Hall.

Thursday, January 28th, 1904.

As much of both sessions this day as required will be devoted to the jobbers, manufacturers and their traveling salesmen, for discussion of matters of mutual interest.

MORNING SESSION, 9 A. M.

Enrollment of New Members and payment of dues.
Paper, "Our Troubles," G. W. Wolbert, Bismark.
Discussion.
Paper, "Should the Hardware Jobber Handle Stoves," Geo. L. Nye (prop. Minnesota Stove Co.), Shakopee, Minn.
Discussion.
Paper, "Trials and Tribulations of the Hardware Man," U. S. Conn, Fargo.
Discussion.
Address, "Some ways in which the interests of the Retail and Wholesale Hardware Merchants can be benefitted," R. A. Kirk (ex-Pres. National Hardware Jobbers' Association), St. Paul, Minn.
Discussion.

AFTERNOON SESSION, 2 P. M.

Paper, "Invisible Assets," R. A. Grim (Northwestern representative Michigan Stove Co.), St. Paul, Minn.
Discussion.
Paper, "The Merchant and the Local Editor," W. E. Davis (Editor *Hardware Trade*), Minneapolis.
Discussion.
Traveling Men "at the bat."
Discussion.
Paper, "Just a Little Nonsense," H. H. Walther, Casselton.

EVENING SESSION.

The business men of Grand Forks have provided an entertainment in the Pioneer Club Rooms, to which all Hardware and implement dealers, their guests and friends are cordially invited.

Friday, January 29th, 1904.

BOTH SESSIONS THIS DAY FOR MEMBERS ONLY.

MORNING SESSION, 9 A. M.

Enrollment of New Members.
Annual Report of President H. N. Joy.
Annual Report of Secretary.
Annual Report of Treasurer.
Report of Auditing Committee.
Report of Nominating Committee.
Election of Officers.
Report of Other Committees.

AFTERNOON SESSION, 2 P. M.

This entire Session to be Devoted to the Discussion of Question Box Topics.

NOTE.—At close of this session there will be a short meeting of Executive Committee.

RUSSELL & ERWIN MFG. CO.'S NEW PRICE LIST.

Russell & Erwin Manufacturing Co., New Britain, Conn., and 43-47 Chambers Street, New York, under date of January 1st, and in conformity with the agreement among leading manufacturers, have issued their Revised Price List No. 5 to accompany their 1899 catalogue No. 9. The first 95 pages are devoted to their Special Design Builders' Hardware, all of which is priced throughout, from Knobs, Escutcheons, etc., to the various other articles included in this assortment. The list of finishes with their factory numbers occupy a representative page, while another page is devoted to an excellent index enabling a dealer to readily find in this price list, any special design required to facilitate reference. Marginal indexing is used, by the aid of which every department of Price List is easily consulted. The Price List is subdivided for convenience in use, the list prices on regular goods occupying 85 pages of this second part; the remainder, up to page 134, being required for the discounts on miscellaneous goods, that form an important part of the catalogue Volume 9 to which this Price List applies.

THE McKENNA BROS. BRASS COMPANY.

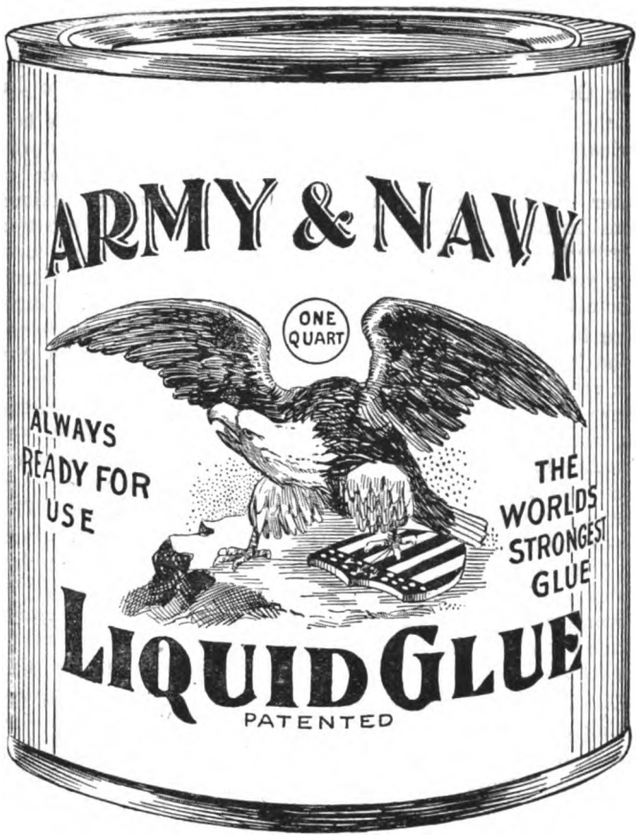
The McKenna Bros. Brass Company, of Pittsburgh, on the 14th inst. distributed among their employees a proportionate share of the profits of 1903. The amount to each workman who had been employed throughout the year ranged from $50 to $70. The company is composed of the seven sons of Thomas McKenna and C. S. Dick, and they succeeded the firm of A. & T. McKenna, who founded the business in 1856. During all this period there never has been a strike of employees. They employ about 100 workmen, mostly skilled machinists.

INDUSTRIAL ESTABLISHMENTS IN RUSSIA.

According to official statements just published there were in Russia, at the beginning of 1902, 17,786 industrial establishments employing 1,710,735 persons, of whom 73.2 per cent. were males and 26.8 per cent. females. The female employees have increased in number, especially in the establishments engaged in the manufacture of cotton textiles, matches, and cigars and cigarettes. The Russian factory inspectors during 1901 made examinations of 70 per cent. of all industrial works.

When we know the weakness of eminent persons, it consoles us for our own inferiority.

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Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

BALTIMORE, MD.

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OUR NEW ORLEANS LETTER.

(From our Special Correspondent).

New Orleans, January 15.

Developments and extensions in the activities of the leading Hardware dealers of New Orleans are taken by them, and by the trade generally through the city to augur good for the ensuing year. Every jobber in New Orleans, and almost every agency of size, is considering considerable extension of his trade facilities. The trade is as one in asserting that the outlook for the coming year is bright, and that 1904 has opened with a splendid fortnight's record.

Export and domestic business are together attracting the attention of the managements. The local situation is considered to be well in hand, and the retailers are doing their best to prepare for what they believe will be a season remarkable in even more ways than was that just gone. At least three of the larger wholesale houses in New Orleans are preparing extensive departures in their business facilities and at least four large agencies are contemplating extension of their trade territory and the development of hitherto virgin fields both in domestic and in foreign lands. This last has been rendered possible by the inauguration of new steamship lines, and the completion of several new systems of railroad connection that render large districts in the United States more easily reached from New Orleans.

Behind all the prosperity of the Hardware business, which has been estimated to range above that of any other one line of New Orleans, is the undoubted and almost unprecedented prosperity of the agricultural section upon which this city depends; cotton just now selling at prices which are just twice those current seven years ago, and nearly $20 per bale more than was current fourteen months ago, and $15 per bale more than was current one year ago; with a rice crop just harvested that surpassed the fondest expectations of the most sanguine land boomers from Western Louisiana and Eastern Texas with even the sugar planters still possessed with the wherewithal to purchase enough for their needs; well being has been spread broadcast over a section of territory larger than all New England, with New York and Pennsylvania added—and this territory trades largely with New Orleans. The population of course, is far less than that in the territory just named in comparison, but the purchasing power, and the purchasing habit is, if anything greater in proportion.

Figures and estimates placed upon the New Orleans Hardware for the opening of the new year place the increase in business during the past two weeks, over the first two weeks in 1903, at fully 30 per cent. This increase is said to be largely in the lines of heavy goods, iron bars, sheet roofing, nails, etc. Structural Hardware, base goods, and those articles which were affected some time ago by the fall in iron and steel, and which experienced the slight improvement in values during December, have been the best sellers.

It will be remembered that several weeks before the holidays a slight weakening in the prices sent out from Pittsburg affected the Southern region to a certain extent, but only through the heavier goods. Lighter goods and those requiring considerable workmanship to prepare for the market were little affected. However, the trade was largely that which answered to a direct demand, and in consequence actual buying and selling was little affected. Since the holidays there has been a firmer tone, and the jobbers and wholesale dealers as well as the retailers through the country adjacent to New Orleans have been willing to get in larger stocks than usual to prepare for what they deem to be a promising season. This has been particularly noticeable into Mississippi and Eastern Texas, along the route of the Southern Pacific and the Texas & Pacific. The demand from these sections has been for nails; Stauffer-Eshleman & Co., having shipped fifteen carloads in ten days along this route. Woodward Wight & Co., have also ordered heavily from the factories to fill this demand as has A. Baldwin & Co., while their agents report that the little St. Louis trade still going into the New Orleans territory have also done this. Builders' tools, building Hardware, and large shipments of housefurnishing Hardware have gone into the rice belt to supply the new settlers in that section from Iowa and Illinois, and other States of the North and West which are now emptying their dissatisfied population into the cheap lands of the Southwest.

The implement agencies, it is understood, are to send men to Cuba after the rush of January orders is over.

Particular attention is being paid just now to the establishment of a direct line of steamships to South Africa, which will begin running next autumn. The implement men are particularly anxious to be upon the ground when this means of communication is established. Fairbanks, so it is said, will continue to handle its South African trade through New York, but Deere, McCormack and Moline will endeavor to do this through New Orleans. The general wholesale Hardwaremen have already arranged with the representatives of the South African Trading Company, the Macheca Bros., of this city, to be well posted upon the situation and to throw as much trade as possible into the new territory. During the Boer war steamships were running to South Africa, but there was little demand then in the distracted country for the very goods which New Orleans would be in a position to sell. There has also been established a new line of steamships direct to Northern Italy, with Genoa as the terminal. This has been brought about by the reversion to New Orleans of the Italian fruit business which has been entered into the United States through New York for several years.

In the mill supply business there have been great strides within the past month, and remarkable developments during the last two weeks, developments also that the trade hardly felt were justified despite the growth in prosperity of the region catered to. The Southern yellow pine belt has been receiving larger and larger influxes of Northern lumbering capital, and a number of large plants have had to be supplied. Much of this has come to New Orleans. The mills are also taking a breathing spell after the half year's run which follows the mid-summer cleaning up and stock taking. The cypress lumber territory to the West of New Orleans has rather ceased to spread its industry, but this is compensated for by the development of the hardwood mills in Northern Louisiana and up and down the Mississippi river from Baton Rouge and Natchez, Miss.

However, the mill supply business has not quite kept pace with the trade in Hardware which goes peculiarly to a clientele earnestly engaged in building new houses and barns, erecting new fences and bridges, and repairing the wear and tear in farms and business houses incident to a strenuous year. It is also certain that household Hardware has not kept pace with mill supplies, for people have been too deeply engaged in elementary industry to notice worn out pots and pans and stoves.

Local trade in building Hardware and tools has been threatened with a war between the building trades council and the building trades employers. This has now been averted, apparently, and the chances are for a rousing year of business which will create good demand. The laborers and the employers have both shied from the danger of any such chaotic conditions as ruled in New York last year, and will probably straighten their differences without recourse to strikes or lock outs.

Implements have maintained their usual runs of excellent business into the entire agricultural region, although the sugar section is not purchasing as heavily as it did last year. The cotton implement demand, running in improved implements more than is usual, has greatly increased, as the cot-

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ton acreage will increase perhaps ten per cent., a certain part of that in Louisiana is at the expense of the sugar acreage. John Deere, Moline, and McCormick agencies, and the Avery Agency are putting extra men in the field for the Spring trade. These agencies, with Stauffer-Eshleman & Co., and A. Baldwin & Co., are endeavoring to cut into the St. Louis and Dallas hold in the Texas neutral ground. Ship chandlery is the one line which has not shown any increase, as the actual tonnage has increased not so very much during the past twelve months, and that which has come in addition, has purchased its supplies apparently at the other ends of the various voyages.

Attention to export business is just now very keen. The Cuban excursion was abandoned, owing to the close approach of the Carnival season, but will be carried out in March. However, a number of Hardware houses are to get up an excursion of their own which will leave New Orleans next Saturday for a twelve days' tour of Cuba and Porto Rico. Fairbanks, Baldwin, Eshleman and Wood-Wight & Co., will each have a man in this enterprise. Fairbanks is to do much of its future West India trade through this port, so the local management has stated, and the other firms are making strenuous endeavors to gain control of the Cuban market.

RECENT TRADE PUBLICATIONS.

THE BRIDGEPORT CHAIN CO., Bridgeport, Conn., are placing before the trade their new catalogue No. 8 having reference to wire and flat metal chains, shelf and saddlery Hardware and metal stampings. They call particular attention to the revised lists which appear in this catalogue. They state that shortly after issuing their last catalogue they secured the cooperation of other makers of wire chains in adopting entirely new schedules of prices which could be considered standard, and it will be seen that they have adopted such lists for their "Triumph" and "Brown" coil, halter and tie-out chains. A very complete and attractive assortment of aluminum kennel chains and dog leads has been added to their line of fancy chains. Among other new goods they call attention to their "Triumph" hame fasteners which have proven to be a good seller. The catalogue is profusely illustrated, giving cuts showing the exact size of links and wire, also quoting prices and give the tensile strength of the different sizes. They also make aluminum, brass, bronze and composition chains in their "Triumph" and "Brown" patterns. Aluminum chain in their "Triumph" style has a tensile strength of 33⅓ per cent. of the strength shown by their steel chain of the same pattern. This chain is particularly adapted for purposes where a thoroughly non-corrosive and acid-proof stock is required. Brass and bronze chain can be supplied from stock and is very popular on board launches and yachts. Composition chain made from specified mixtures will be delivered promptly. They state they are prepared to make chain from anything that can be drawn into wire.

THE HART & COOLEY CO., New Britain, Conn., and 79 Chambers Street, New York, have issued a very handsome catalogue of their wrought steel registers and ventilators. The cover is a very delicate shade of green and the design is white, making an extremely artistic effect. They claim, regarding their registers, "They will not break or warp; the air space is greater than in other registers; they weigh much less than cast iron registers with a consequent saving of freight. Each register is packed in a straw board box, protecting the dealer against shelf-worn goods; they are of such a shallow depth that they are adaptable for wall use." The company call especial attention to their solid wrought brass and bronze registers, faces and borders which they claim are unsurpassed in strength and finish. The catalogue is illustrated throughout and list prices accompany each article. The concluding pages of the catalogue are devoted to extensive list prices of all styles and finishes of registers manufactured by the above company, giving sizes of each one with and without the border, making this an extremely valuable catalogue for those interested in registers.



Craig Mine Crystal Corundum

NOT ADULTERATED WITH EMERY

Has an effective hardness of 9. as compared with 10. of the diamond. Wheels made from it do from two to five times the work of emery wheels, Why? CRAIG MINE CRYSTAL CORUNDUM has 95 per cent. to 98 per cent. compared with emery's 30 per cent. to 40 per cent. of crystalline alumina—the only part of emery that cuts.

Emery rubs and burns. Craig Mine Crystal Corundum cuts fast and cold.

Our booklet will explain.

THE CANADA CORUNDUM COMPANY, Ltd.,

Toronto, Canada.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Boston, Conn.—Chandler & Farquhar Company has been incorporated to deal in Hardware; capital, $50,000. Promoters, Frank Chandler, C. S. Farquhar, F. A. Chandler, R. J. Lynd and W. N. Schofield.

Brattleboro, Vt.—A. E. Wood will open a Hardware store about the middle of January in Ray's Block.

Chatfield, Ohio.—D. G. Heiser has opened a new Hardware store.

Dunkirk, N. Y.—W. J. Lawrence Co. has been incorporated to deal in clothing and Hardware. Capital stock $15,000. Incorporators, W. J. Lawrence, J. A. Holstein and W. H. Broughton.

Elysian, Minn.—The Elysian Hardware Company has been incorporated. Capital stock $10,000. Incorporators: Henry L. Chaffie, Minneapolis; James A. Grissler, Sr., and James A. Grissler, Jr., Elysian.

Gilman, Ill.—Gilman Implement and Transfer Company has been incorporated; capital, $15,000; deal in agricultural implements; incorporators, A. Powell, B. B. Powell, J. H. Gleason.

Nashville, Tenn.—The Mitchell-Ashley Hardware Company of Maury County, has been incorporated, with $10,000 capital stock.

New Milford, Conn.—Frank E. Rowe Company has been incorporated to deal in lumber and Hardware. The capital stock is $6,000.

New York, N. Y.—Washington Heights Hardware Company has been incorporated. Objects, to deal in Hardware, etc.; capital, $5,000. Incorporators and directors for the first year: C. H. Totten, New York City; Wm. F. Preston, Brooklyn; George B. Curtiss, New York City.

Point Richmond, Cal.—About February 1st, V. A. Fenner will open a Hardware store.

Sulphur Springs, Ohio.—V. J. Robertson will open a tin shop in one of H. Heibertshausen's rooms. He will carry a stock of pumps, Hardware, etc.

Temple, O. T.—The Leader Hardware Company has been incorporated, with $10,000 capital stock. The incorporators are John J. Branen, R. A. Brown and James H. Thomason.

Tremont City, Ohio.—Edgar B. Hilton has opened a new agricultural implement store.

Youngstown, Ohio.—Geo. D. Gluck has opened a new Hardware store at 1011 Market Street, under the firm name of the South Side Hardware store. It will be equipped with the very best stock of light Hardware and fittings.

Changes.

Albert Lea, Minn.—George R. Scott and A. J. Berglund have purchased an interest in the Peterson Bros. Hardware store and will take an active part in the management of the business after January 1. The firm will be changed to Peterson Hardware Company, and for the time being both the present proprietors, P. A. Peterson and George W. Peterson, will retain an interest in the business.

Alexander, N. Y.—Broadbrooks and Banger of Attica have purchased the Hardware stock of W. E. Glasier Company who will discontinue that branch of their business.

Arion, Mich.—A new Hardware firm has come into existence through the absorption of an established firm, that of Caluda & Meyer, the new member being George W. Littleton. The firm name will read Caluda, Meyer & Littleton. The new firm will broaden out, remodeling the store at 28 North Main Street and equipping it more largely with a complete line of Hardware.

Ashland, Ky.—Millard Field has closed a deal whereby he becomes a member of the Ashland Hardware Company.

Batavia, N. Y.—W. J. Goade has purchased the Hardware business of J. B. Templeman in Ellicott square and has taken possession. The store will be remodeled and Mr. Goade will greatly enlarge the stock, doing a general Hardware, plumbing and tinshop business.

Birmingham, Mich.—J. Lee Truax has purchased the Hardware business of C. Schlaack & Co.

Jewel, Ohio.—Wm. Owen and L. Seipel of Florida have purchased the Hardware business formerly conducted by C. Palmer.

Lewisburg, Tenn.—The Clayton Hardware Company has increased its capital stock from $10,000 to $20,000.

Marysville, Cal.—James O. Gates has recently become a partner by purchase of stock in the Hampton Hardware Co.

Memphis, Tenn.—D. M. Montgomery of New Orleans has been admitted as a member of the Hardware firm of Coffin & Co.

Millburg, Mich.—The Witbeck Hardware Company of Millburg who were burned out the night of Dec. 30 are doing business again, having leased the Wetmore Building, where they have a stock of goods with more on the road and still more purchased.

Newport, Pa.—With the first of April T. W. Bassett will close out his tinware and stoves and quit business in Newport.

Omaha, Neb.—F. M. Thompson of Edgar has bought back the Hardware business from Ong & Edgar, which he sold to them two years ago.

Pendleton, Ore.—Andrew McEwen has recently bought a half interest in Cox's Hardware store, and the firm in the future will be known as Cox & McEwen.

Philadelphia, Pa.—T. James Fernley, a wholesale Hardware merchant, of 505 Commerce Street, has admitted his son, Thomas A. Fernley, into partnership in the business.

Sedalia, Mo.—Mr. L. F. Viebrock, who has been associated with Mr. J. F. Gieschen in the Hardware business at 116 South Osage Street, has disposed of his interests to his partner, Mr. Gieschen, who will continue in the business alone. The store will be known in the future as J. F. Gieschen's Hardware store.

Sioux City, Iowa.—A. W. Ivens, secretary of the Sioux Hardware and Heating Company, has sold his interest in that concern.

Stryker, Ohio.—The implement store of Grey & Kimball is dissolved in partnership. Mr. Kimball will continue the management of the business.

Troy, N. Y.—Hereafter the Hardware store occupied formerly by the firm of Allen & Sheffer will be carried on by Mr. Allen alone, the firm having dissolved by mutual consent.

Unadilla, N. Y.—Howard Bundy has purchased the Hardware business of S. D. Haight and takes possession on February 1st.

Vinton, Iowa.—Three Hardware firms in this city, Parzbok & Fagan, Allen & Hoolihan and McElroy & Zollinger, have consolidated their business and stocks and will incorporate under the name of the Vinton Hardware Company.

Westerville, Ohio.—Wilkin, Landon & Patrick have purchased the implement business of H. H. Lawrence & Company, and will consolidate the same with their extensive implement and Hardware business. Mr. Lawrence will be a salesman for the new firm.

Winona, Mich.—The R. D. Cone Co., wholesale Hardware dealers, have placed a new warehouse near their old one on Front Street, using now the two to carry their surplus stock.

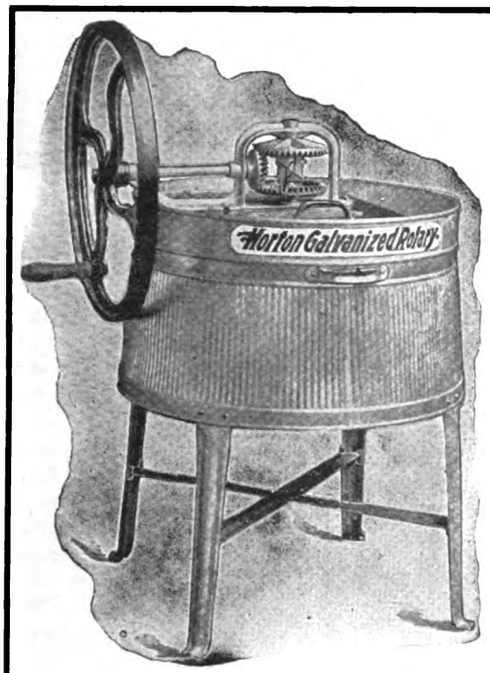
Wooster, O.—The firm of the Wooster Hardware Company has undergone a change. The members of the firm now are J. C. Shultz, Albert Cooley and Welker Christy, L. S. Cooley and I. N. Kinney, retiring, have made the change necessary.

Worcester, N. Y.—The Hardware business of John D. Wilcox has been discontinued.

Fires.

Canton, O.—On Jan. 10, fire gutted the Hardware store of W. A. Kennedy. The stock was valued at $22,000. The damage by smoke and water will probably make the loss total. The insurance is $17,000.

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—DANIEL WEBSTER.

What better standard could be set for the purchase of Edge Tools?

White's Edge Tools

welcome such a test from Hardware men everywhere. For nearly three-quarters of a century our Edge Tools have never failed to give satisfaction—

They are favorites with those who sell and those who buy them.

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TWO CYLINDER MOTORS
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(Three Speeds Ahead. Two Reverse)

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(The Kind Usually Found on the $5,000 Cars)

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Atwater, Minn.—Atwater Hardware and Machine Company has been incorporated; capital $50,000; incorporators: Martin Olson, George Feig, E. H. Toensing, B. S. Covell, G. A. Glader, C. F. Glader, F. L. Hotin, Atwater; S. B. Glader and H. S. Nelson, Lake Elizabeth; N. E. Nelson, Fahlum; Hans Dahl, O. J. Gilbertson and Fred Sternberg, Harrison; P. O. Paulson, Irving.

Birmingham, Ala.—The Birmingham Stove & Hardware Company has been incorporated by R. F. Lewis and W. G. Estes. Capital, $100,000.

Boston, Mass.—Foster Manufacturing Company has been incorporated; wire and Hardware—Capital $2500. Promoters, George O. Foster, J. M. Foster, John F. Boles.

Buffalo, N. Y.—The Taurus Company, (tools), has been incorporated; capital $25,000; directors, C. H. Griffith, W. C. Mullett and R. C. Whiteman of Buffalo.

Chicago, Ill.—Street & Kent Manufacturing Company has been incorporated; capital $20,000; manufacturing metal goods and plumbers' supplies; incorporators, Conrad D. Street, Thomas M. Kent and William B. Dale.

Cleveland, Ohio. — The Automatic Hinge Company has been incorporated with a capital stock of $25,000. Incorporators, James C. Thompson, Peter W. Ward, R. C. Frey, E. C. Zuckrirgel, Bernhard Lillig.

Columbus, Ohio.—The Keystone Co., of Illinois has been incorporated under the laws of Ohio; $400,000 capital stock; manufacturers of farm machinery.

Edwardsville, Mo.—The Handcock Disc Plow Company, whose object is the manufacture of plows of that name has been incorporated with a capital stock of $300,000. The stockholders are S. H. Wyss, William Sontag, Henry L. Winter, William H. Weirich, Frederick A. Nestor and Levi Davis trustee.

Indianapolis, Ind.—Nicholson File Company of Rhode Island has been incorporated; capital stock, $2,500,000; invested in Indiana, $375,000. W. R. Werking of Anderson is the Indiana manager of the company.

Kansas City, Mo.—The Kansas City Wheelbarrow Company has been incorporated to manufacture wheelbarrows, trucks, lawn mowers, water carts, etc.; capital stock, $10,000. Incorporators: Thomas G. Dade, Walter W. Marquis, Frank L. Zahner and Paul Campbell.

Kokomo, Ind.—The Kokomo Bit and Tool Company has been incorporated; capital stock $10,000. Directors, H. C. Davis, George J. Costello and H. C. Davis, Jr.

Lansing, Mich.—Dana Implement Co. has been incorporated. Capital stock $30,000.

Little Valley, N. Y.—W. R. Case & Sons Cutlery Company has been incorporated. Capital $25,000; directors, W. R. Case, J. R. Case and M. J. Brown of Little Valley.

Lockhaven, Pa.—The Pennsylvania Woven Wire Company has been organized by home capitalists. The plant will cost $125,000, and will begin operations with about 75 hands. A charter has been applied for.

Louisville, Ky.—The Charles Rosenheim Company has been incorporated with a capital stock of $100,000. The company will manufacture and deal in crockery and cutlery. The incorporators are: Charles Rosenheim, Moses Strauss and Jacob Rosenheim.

Newark, N. J.—The Safety Nut Lock Company has been incorporated; capital $100,000. Incorporators, Louis D. Frenot, Edward Dodge, Frank A. Boettner.

New Brunswick, N. J.—The John Waldron Company has been incorporated to manufacture machinery and tools; capital $30,000. Incorporators: John Waldron, William H. Waldron, Herbert M. Waldron.

New York, N. Y.—International Handle Co. has been incorporated; capital $30,000; directors, Arthur Delapierre, C. M. Housel and M. E. King of New York City.

New York, N. Y.—The Eastman Cutlery Co., has been incorporated; manufacturing cutlery; capital $25,000. Incorporators, David Eastman, R. Schweitzer and Sam T. Bondbus.

New York, N. Y.—The Phelps Guardant Time Lock Company has been incorporated with a capital of $500,000, to manufacture recording time locks. Among the directors are E. S. Phelps and W. C. Phelps of Elizabeth, N. J., and Henry Doscher of New York City.

New York, N. Y.—The Walter H. Foster Company has been incorporated. (Machine tools). Capital $75,000 and directors, W. H. Foster, F. H. Robinson and W. E. Flanders, of New York City.

St. Paul, Minn.—P. R. L. Hardenberg & Co., has been incorporated to manufacture and job leather goods, harness saddlery, saddlery Hardware and store supplies. Capital $200,000; incorporators: William A. Hardenbergh, Ebel L. Shackford and Michael Heidenreich, all of St. Paul.

Toledo, Ohio.—The Smith Novelty Company has been incorporated. Capital stock $10,000.

Watervliet, N. Y.—The Universal Hardware Manufacturing Company of Watervliet has been incorporated to manufacture Hardware novelties. The capital is $5,000. The directors are C. F. Polk, S. A. Waterman and B. W. Knower of Watervliet.

Miscellaneous.

Canton, Ohio.—At the annual meeting of the Diebold Safe & Lock Company, Ferd. Herbruck was elected president to succeed W. W. Clark, and Edward G. Bockius was chosen vice president. The following directors were elected: J. C. Welty, Dr. A. C. Brant, E. C. Bockius, George Deuble, W. W. Clark, W. A. Lynch and Ferd. Herbruck.

Monmouth, Ill.—At the recent annual meeting of the stockholders of the Monmouth Plow Co., the old board were re-elected as follows: John S. Brown, W. T. M. Brunnemer, James French, William McKinley, P. J. Bohlander, John M. Torrence, R. R. Murdock, T. H. Spicer and J. D. Lynch. The directors also re-elected these officers: President and treasurer, John S. Brown; vice president, James French; general manager, W. T. M. Brunnemer; secretary, W. C. Abbott.

New York, N. Y.—G. W. Montgomery was elected a director of the Standard Rope and Twine Company recently to fill the vacancy caused by the resignation of John Kean. He represents the mortgage bondholders.

Scranton, Pa.—At a meeting of the stockholders of the Scranton Stove Works, held recenly the following directors were elected: J. A. Lansing, A. C. Fuller, C. L. Jeffrey, B. E. Watson and J. W. Howarth. Mr. Lansing was re-elected president. Mr. Fuller was again chosen as vice-president and treasurer, and Mr. Watson was elected secretary.

Fires.

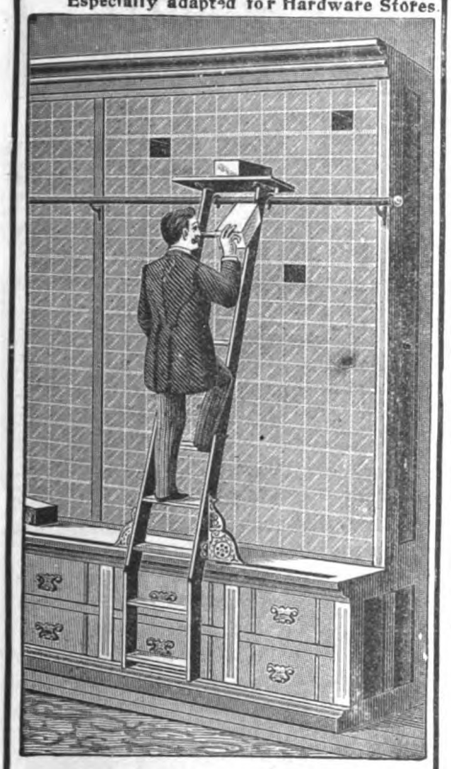
Joliet, Ill.—W. J. Adam, manufacturer of fences, window guards, wire signs, jail work, etc., was damaged by fire on Dec. 27 to the extent of $40,000 with $10,000 insurance. The plant will be rebuilt.

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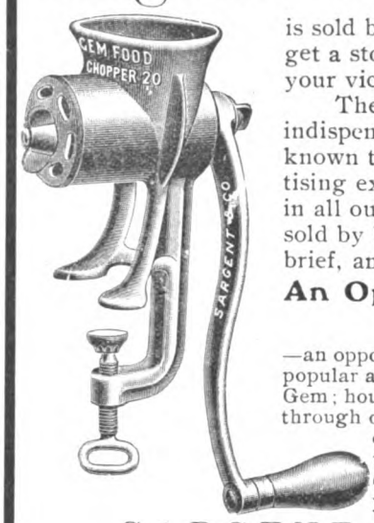
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Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

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is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

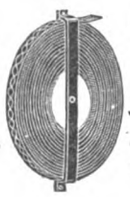
The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

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FERNALD Quick-Shift Attached.

One Million

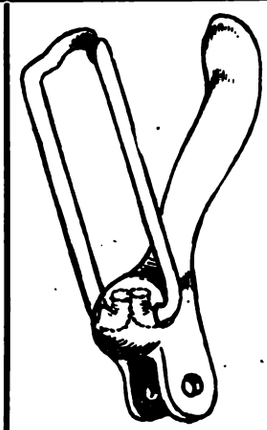
two hundred and ninety four thousand, four hundred and eight Quick Shifts and Anti-Rattlers sold in 1903. The Fernald Quick Shift for 1904 with its new bail and lever as shown by cut is used by three-fourths of the carriage manufacturers in the carriage states. The increase in percent of sales proves that the article and the price are right. . . . . .

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We are also sole manufacturers of the

GENUINE "BURTON" ANTI-RATTLERS.

FERNALD MFG. CO., NORTH EAST, PA



Sectional view showing how bail is attached to lever.

HOTCHKISS CLIPPERS

Large and complete line.

BARBERS, HORSE and FETLOCK

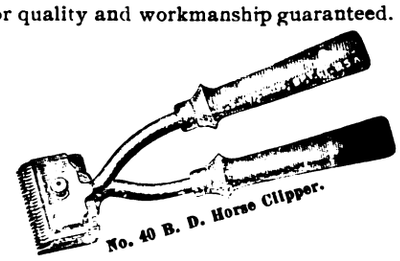
Superior quality and workmanship guaranteed.

HOTCHKISS CLIPPERS

Years of experience in this line.



No. 500 Barber Clipper.



No. 40 B. D. Horse Clipper.



No. 75 Fetlock Clipper.

Very large output and facilities recently still further increased. Orders now solicited for prompt shipment

Write for Catalogue, Prices, etc.

EDWARD S. HOTCHKISS, Harbor St., Bridgeport, Conn.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Janesville, N. Y.—The Janesville Manufacturing Company has been incorporated to manufacture bicycles, etc. Incorporators: Albert Spencer, James H. Olcott of Janesville, and Herbert Hotaling of Syracuse, N. Y.

Oakland, Cal.—The C. P. Magagnos Company has been incorporated; capital stock $20,000. The company will engage in the selling of cameras, photographic supplies, apparatus, etc. The directors are George Wadsworth, Irene Wadsworth, Genevieve Magagnos, C. P. Magagnos and Susie Bratten.

Salem, Mass.—Bow Facing Oar Corporation has been incorporated; capital, $100,000; president, Emile Gagnon, Treasurer, Thomas Gagnon, Clerk, Jean R. D. Jacques, all of Salem.

St. Louis, Mo.—The Owners Automobile Co. has been incorporated to manufacture and deal in bicycles and automobiles. It is capitalized at $2,000, all of which has been paid in. The incorporators are Horace A. Davis, William C. Woods and George L. Moselle.

Thompson, Conn.—Elliott Wagon Corporation has been incorporated to manufacture carts, wagons, carriages, unicycles, bicycles, automobiles, cabs, coupes, hacks, sleds, sleighs and other vehicles. The capital stock is $3,000.

Changes.

Chicago, Ill.—The Chicago Sporting Goods Company have rented the fifth floor of the building located on the corner of Congress and Franklin Streets.

Lincoln, Neb.—A large one story brick structure has been erected by the Cushman Motor Company on 21st and North Streets, which was made necessary by the company's increasing business. The capital stock has recently been raised to $300,000 with the idea of establishing one or two branch houses in the east where some of their work can be done more cheaply.

Lynn, Mass.—The property of the Motor Cycle Co. was sold on January 11th to the American Motor Co. at public auction. The price paid was $10,450, and work will be conducted under the direction of that company at once. The American Motor Co. is incorporated under the laws of the State of Maine, and is composed largely of members of the old company. The organization is John Stretton of Stoughton, president; Harry K. Perkins of Bridgewater, treasurer; Dr. Charles O. Swan, of Stoughton, W. C. Dow of Braintree and W. T. Marsh and A. R. Marsh of this city. The new company assumes all liens upon the property, which amount to something like $10,200, the plan is to issue to the creditors of the old company seven per cent. preferred stock in the new company, and the promoters of the new company will hold the common stock. It is understood that Mr. H. E. Swift, who has been carrying on the business as receiver, will be placed in charge permanently.

Plymouth, Mich.—The Daisy Manufacturing Co., has bought from the J. A. Dubuar Manufacturing Co., of Northville, the latter's stock of air guns, machinery and tools. The new owners will take charge immediately.

Miscellaneous.

Birmingham, Ala.—Mr. R. A. Baugh, Birmingham Arms & Cycle Co. said: "This is the biggest year we have ever had. Business has just about doubled, and we are therefore immensely pleased. Our Christmas business was enormous, especially on fireworks and firearms. The hunting season practically cleaned up our stock of shotguns. They carry a most complete stock of all standard sporting and athletic goods, and consequently do a large outside business. They anticipate a large business for 1904 and have made plans accordingly.

Memphis, Tenn.—There are thousands of bicycles being sold this season through the Southern States, where the bicycle craze has struck the negroes and the wheel has almost been abandoned by the whites.

Pittsfield, Mass.—At the annual meeting of the Pittsfield Bicycle Club, on January 5, the following officers were elected: President, George A. Grounds; vice-president, Thomas E. Dunn; clerk, Charles F. Robinson; financial secretary, S. Z. Adams; treasurer, John Ransenhousen; directors, W. J. Tompkins, James J. Pender, W. J. Gorman, Joseph G. Gorman, L. J. Mackin, Edward M. Hall and John A. White.

Springfield, Mass.—Shipments of bicycles are beginning to be made from the Lozierville shops for the coming season's trade and brisk times are expected in the next few weeks. Some of the wheels being sent out are for foreign trade, those for the domestic trade being filled from the later orders. Considerable work is being done on automobile parts at the factory and a large number of hubs for the Hartford factory are being turned out.

Washington, D. C.—The War Department has decided to mount the great 16-inch breech loading rifle, now at Sandy Hook, on a disappearing carriage of the same type as now used in the service.

Fires.

Adrian, Mich.—The bicycle store of C. M. Walker was considerably damaged by fire on January 3rd.

Among the charters which Governor Murphy of New Jersey has declared in default for failure or refusal to pay taxes assessed for the year 1901 are The Bicycle Combination Tool Co., Le Roy Bicycle Co., North Jersey Cycle Racing Association and Pederson Lever Bicycle Co.

El Campo, Texas.—On January 2nd, Adolph Aedling's bicycle repair shop was burned and most of the machinery was lost. No insurance.

The Marsh was the only American motor bicycle exhibited at the English cycle shows. The result reached the American Motor Company recently in the form of an order for 200 machines.

MANUFACTURERS RECORD—Continued.

Changes.

Chicago, Ill.—The Kellogg Harvester Company have increased their capital stock from $25,000 to $50,000.

Corry, Pa.—The Penn Shovel Works of this city, recently damaged by fire will be rebuilt. Work to that end has already commenced.

Detroit, Mich.—The Peninsular Stove Co. was reorganized several months ago and its capital increased. The old company has now filed a formal notice of dissolution.

East Birmingham, Ala.—The Eclipse Rolling Mill & Mfg. Company, will erect a plant to cost $35,000. Aside from making specialties in shapes, etc., they will put out harness buckles, wrought iron and steel washers, wrought goods for foundry use and xap and set screws. They will also make a specialty of galvanizing. The officers of the company are as follows: W. H. Graham, president; E. F. Rowley, vice president; John J. Wirth, secretary-treasurer, and T. J. Rowley, general manager.

Franklin, Pa.—The Grant Tool Company has been reorganized under the name of the Franklin Machine & Tool Company. The new organization has a capital of $100,000, and Maj. Gen. Chas. Miller is president.

Grand Rapids, Mich.—The Automatic Wringer Company has sold its wringer patents and some of its manufactured stock to the Lovell Manufacturing Company of Erie, Pa., and after closing this out the factory will not be operated any more in the manufacture of wringers.

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"PERFECT"



OILER.

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N. Y.



SUNK SNIP BROOMHOLDER
A positive holder for Broom Dusters, Mops, etc. Strongly made and nicely finished in Black Baked Enamel, packed one dozen in paper box, 12 boxes in wood case, weight 3½ lbs. per doz., 50 lbs. per gross.
PRICE 10 CENTS.
Sample mailed, prepaid, 10 cts
Mfg. only by **Matt. Redlinger, Freeport, Ill.** Mfg. of Hdw. Bar and Brewery Specialties.



Household Brushes
of all descriptions
Midland Brush Mfg. Co.
263 West Lake St.
Chicago.
Send for catalogue.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.



Lightning Whirling Sprayer.
For household, garden and greenhouse use. Throws heavy or light spray 5-25 feet high. Durable. Send for circular, prices.
D. B. Smith & Co. Utica, N. Y. U S A

NIAGARA WALL & VENEER TIES



or BRICK BONDS

Galvanized. Low in price. Secure, strong, handy, immovable, unbreakable. Circulars, samples and quotations mailed on request.
THE METAL STAMPING CO., Niagara Falls, N. Y.

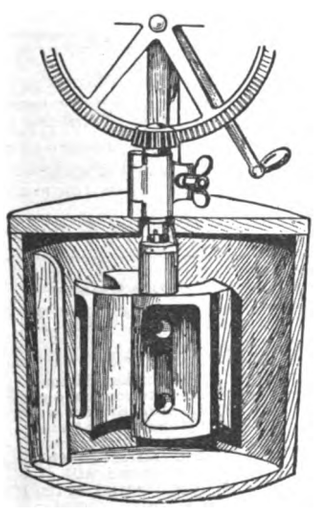
ICE TOOLS.

LOW PRICES,
GOOD QUALITY,
PROMPT DELIVERY.

W. H. ANDERSON & SONS,
21 St. Aubin Ave., Detroit, Mich.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

Butter in a Minute!



It's startling but true. The finest quality of granular butter has been produced from milk, sweet or sour cream, in sixty seconds by

The One Minute Churn

Aeration does it. Of course, the scientific construction of the churn has much to do with it.

It's perfect in every detail. All parts are interchangeable and carried in stock. Runs easily.

Seven sizes, holding one quart to 13 gallons. For farm and family use.

Write us for our special offer, good for 90 days.

Mention HARDWARE.

Cable Address: "Minuteness," New York.

The One Minute Churn Co., Inc.

MANUFACTURERS AND EXPORTERS
I. M. MURPHY, PRESIDENT

9 Old Slip
New York, U. S. A.

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GOOD AGENTS WANTED TO SELL





PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

W. J. ADAM, JOLIET, ILLINOIS.

AGENTS WANTED



FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

The PRIMO



Gasoline Systems, Gas Machine and Lamps are FAMOUS.

We will ship on 10 days trial to reputable merchants.

Write for New Catalogue.

WINDHORST & CO.,
102 N. 12th St. ST. LOUIS, Mo.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines.*

For Sale.

FOR SALE or will take partner in goop paying retail Hardware Stores and Farm Implement business, with or without property; located in thriving, healthy, central Californ a town. Propertyvalued five, (5) thousand dollars, stock, five (5) thousand; all cash not necessary. For particulars address "Hardware," P. O. B. No. 90, Reno, Nevada. (82

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Wanted.

SITUATION WANTED—As Travelling Salesman for a Stove or Hardware House. Have had ten years' experience in buying and selling stoves and general hardware. Sober and of good address. Can give good references. Address J. O. L., Box 94, Fincastle, Va.

Salesmen Wanted.

SALESMEN WANTED--Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

GOVERNMENT PROPOSALS.

PROPOSALS will be received at the Bureau of Supplies and Accounts, Navy Department, Washington, D C., until 12 o'clock noon, February 9, 1904, and publicly opened immediately thereafter, to furnish at the navy yards, League Island, Pa., and Washington, D C., a quantity of bolts and nuts, rivets, steel wire nails, wood and machine screws, miscellaneous hardware and hand tools, drills reamers, taps, ash, white pine, cedar, sheet copper, Muntz metal, galvanized sheet steel, structural steel, bar steel, saw blade steel iron pipe, iron and brass pipe fittings, valves, memorandum pads, press copy books, typewriter paper, blotting and note paper, tracing cloth, miscellaneous stationery, corn brooms, curled hair, emery cloth, upholsterer's leather, sheet gum packing, phosphide of calcium, borax, sal ammoniac, beeswax, electric deck winch, and set of diving apparatus. Blank proposals will be furnished upon application to the Navy Pay Office, Philadelphia, Pa., and to the Bureau of Supplies and Accounts, Navy Department, Washington, D C. H. T. B. HARRIS, Paymaster General U. S N. 1-15-04

PROPOSALS will be received at the Bureau of Supplies and Accounts, Navy Department, Washington, D C., until 12 o'clock noon, February 9, 1904, and publicly opened immediately thereafter, to furnish at the Navy Yards, Portsmouth, N H., and Boston, Mass., a quantity of wire and cable, conduit and fittings, electrical supplies, bolts, nuts, washers, rivets, miscellaneons hardware and hand tools, drills, hydraulic jacks, files, ratchets, deck winch, traveling cranes, furnaces, ash, white and yellow pine, spruce, brass rod, sheet copper, bar and sheet steel, galvanized sheet steel, solder, sheet lead, bar iron, magnesia blocks and pipe covering, asbestos, millboard, hair felting, flax packing, whale oil, engine oil, lard oil, sperm oil, Japan drier, asphaltum varnish, polishing paste, granular sodium carbonate, tallow, gum camphor, brass and copper pipe, lead pipe, iron pipe, valves, brass and iron pipe fittings, lavatories, blank books, pencils, pads, typewriter paper, shipping tags, miscellaneous stationery, toilet paper, laundry and toilet soap, sponges, hair and steel wire brushes, marine cement, oakum, flax twine, plain and khaki cotton twine, lampwick, lacing leather, rigging and bellows leather, buckets, hand and leg irons, squilgees, and emery cloth. Blank proposals will be furnished upon application to the Navy Pay Offices, Portsmouth, N. H., and Boston, Mass H. T. B. HARRIS, Paymaster General U. S. N. 1-14-04

VIENNA IRON AGENT

wants agencies in the iron and kindred lines, eventually on a commission basis, with show rooms, for Austria-Hungary. First class references. Apply to

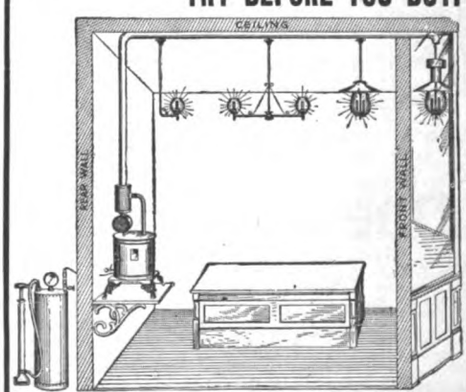
Energisch 8460, Rudolph Mosse,
Vienna, Austria

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

HOW DOES THIS STRIKE YOU?

TRY BEFORE YOU BUY.



To further demonstrate to you that our Lighting System is a "Money Saver," and the most practical and safest on the market, we will allow free trial for ten days and guarantee it against imperfection for two years. Can you afford to be in darkness any longer with this opportunity before you? Send in your Diagram for Estimate. We are manufacturers, not assemblers. Avoid cheap imitators who demand money in advance.

WHITE MFG. CO. 193½ Michigan St., Chicago, Ill.

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To Let

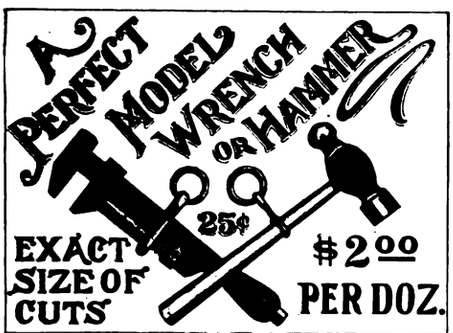
Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.



CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 CATHARINE ST. POUGHKEEPSIE, N. Y

A PERFECT MODEL WRENCH OR HAMMER



EXACT SIZE OF CUTS
$2.00 PER DOZ.

Exact Size of Cut.

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone ha dle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, on consignment, to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street. Brooklyn, N. Y.

RIVETS AND WIRE NAILS.



C. O. & E. P. TOWNSEND,
New Brighton, Penn.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY



THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

GET A PROFIT.

"The Courage to Get a Profit" is the title of a pamphlet recently issued by a prominent distributing house of Chicago. This is so full of meaty matter for the retailer that it is given in full below:

It often takes more courage to get a profit than to sell cheap.

When a man is fighting for trade against a lot of other bright fellows, unless his nerve is good he is apt to sell cheaper than he ought to in fairness to himself. On no one article has he the courage to get more than a modest profit. Naturally he is disappointed when the "net" for the year is shown.

The easy (and the lazy) way to price goods is to mark everything at a uniform margin. Which is not the way of the good price maker.

You've got to sell some goods cheap on account of competition. You've got to sell others cheap for advertising effect. To offset these one must sell a lot of goods at a really good profit or the net will be nil.

Unfortunately the goods one sells at close prices are usually the biggest sellers.

Suppose your expense of doing business is twelve per cent. on sales. A sound retail business ought to make at least eight per cent. net. That means you must average twenty per cent. on sales.

Every time you sell a dollar's worth of goods at 10 per cent. margin you really lose; you've got to sell another dollar's worth at 30 per cent. to make up. When you sell a dollar's worth at cost, you should sell another dollar's worth at 40 per cent., or two dollars' worth at 30 per cent.

TRADE NOTES.

Oswego, N. Y.—George W. Douglas, a local Hardware dealer, has purchased the stock and fixtures of the gas and plumbing establishment conducted in the Pierce Block in Bridge Street by Harmon A. Wightman for several years past. The stock and fixtures will be transferred to the Douglas store. Mr. Wightman will be employed by Mr. Douglas.

Rockville, Conn.—The Barber Hardware store was sold to Charles E. Harris for something over $9,000. Mr. Harris has been here many years in charge of mechanical arrangements at the American mills.

Sidney, Ohio.—Willis Taylor has sold his Hardware store at Jackson Center, and will open a stove store here.

Sidney, Ohio.—Yinger Bros. have sold their implement store to W. C. Quellhorst, of Kettlerville.

West Liberty, Mo.—William Dillie has purchased the Black Hardware store and in future will conduct the same.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

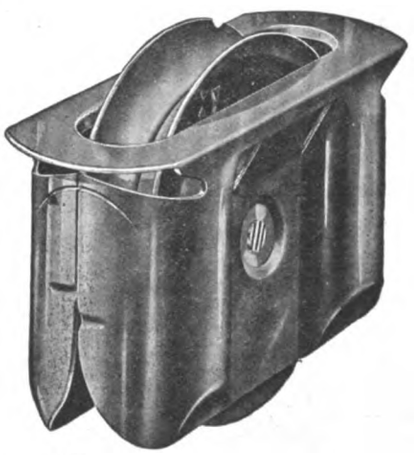
¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

Carpenters' Drawing Knives, Screw Drivers.

Write for Catalogue:
C. J. KIMBALL CO.,
Bennington, N. H.

Shoe, Butcher and Kitchen Cutlery

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE American Steel Roofing Co.

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*

ESTABLISHED 1851

DUNBAR BROTHERS

STEEL (OIL TEMPERED) SPRINGS

ALL KINDS OF SMALL SPRINGS

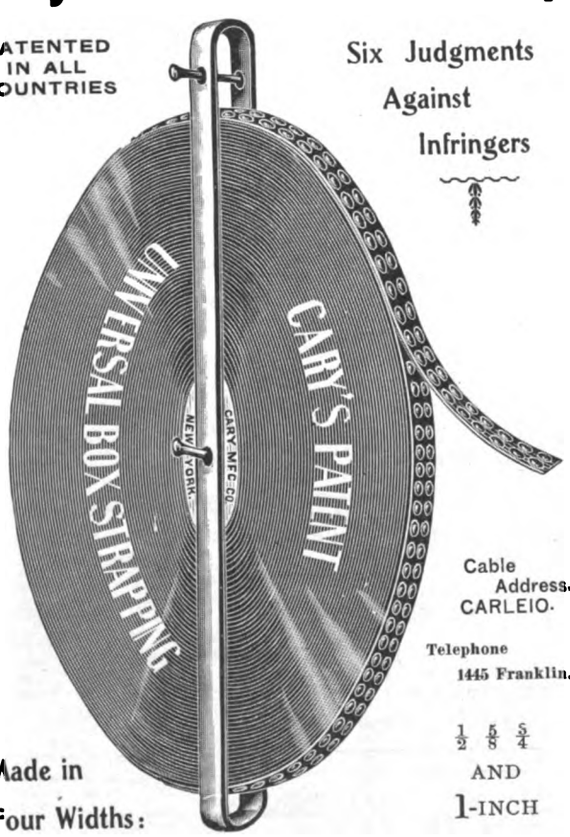
SHEET STEEL, STEEL, BRASS WIRE

BRISTOL, CONN. P.O. BOX 416

Cary's Universal Box Strap.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers



Cable Address. CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

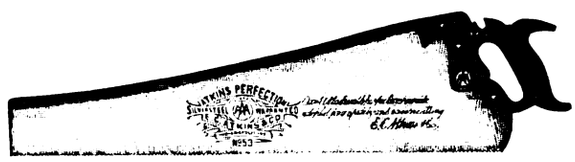
CARY MANUFACTURING CO.

19 and 21 Roosevelt St., New York.

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Chicago, Ill.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Seattle, Wash.
Toronto, Ont., 30 Front St., East.

Factories and Home Offices,

INDIANAPOLIS,

Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B..... 60c
G. D..... per M 34@ 35c
F. L..... per M 40@ 45c
G. E..... per M 50@ 52c
Musket..... per M 62@ 63c

PRIMERS—

Berdan Primers $2.00 per M..... 20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M..... 20%
All other Primers per M $2.00.
In ¼ Boxes..... 20&5%
In 1-10 Boxes..... 20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50..... 10&5%
38 C. F., $7.00..... 10&5%
22 cal., Rim, $1.50..... 10&5%
32 cal, Rim, $2.75..... 10&5%
B. B. Caps, Con. Ball, Swgd..... $1 90
B. B. Caps, Round Ball..... $1 49
Cent. Fire,..... 25%
Target and Sporting Rifle..... 15&5%
Primed Shells and Bullets..... 15&10%
Rim Fire Sporting..... 50%
Rim Fire Military..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges..... 60&5%
Climax, Club, Rival, 10 and 12 gauge..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge..... 20%
Climax, Union, League, New Rival, 10 and 12 gauge..... 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder..... 40%
Loaded with Smokeless Powder, medium grade..... 40&5%
Loaded with Smokeless Powder high grade..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag..... $1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag..... 1.85
Chilled, 25-lb bag..... 1.85
Dust Shot, 25 lb bag..... 2 25
Markle's Chilled..... 1 85
Raymond's Chilled..... 1.85
Sparks Chilled..... 1.85
Tatham's Chilled..... 1.85

GUN WADS—⅌ 1000—

B. E., 11 up..... $ .60
B. E., 9 & 10..... .70
B. E., 8..... .80
B. E., 7..... .80
P. E., 11 up..... 1.00 } 15%
P. E., 9 & 10..... 1.25
P. E., 8..... 1.50
P. E., 7..... 1.50

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20..... $3.00@$3.25

Animal Pokes—

Iowa Farming Tool Co.:	⅌ doz.
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire..... 50&10%
Burton's..... 50&10%
Gem..... 60%
Steel Drive..... 40%
Kohler's: ⅌ gro.
Invisible, No. 3..... $5.00
Perfect, No. 2..... 7.20
Bolt Holder, No. 1..... 9.00

Anvils—

American "Horse-Shoe"..... 9¼c
Arm & Hammer..... 8¼@8¾c
Eagle Anvils, ⅌ lb, net..... 7¾@8c
Hay Budden, Wrought..... 9@9¼c
Horse Shoe Brand..... 9@9¼c
Peter Wright's..... 10½c
Trenton..... 9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00. 15&10%
Bench Anvils, Phoenix..... 40%

Augers and Auger Bits—

Boring Machine, Snells..... 70%
Com. Auger Bits..... 70@70&10
Forstner Pat. Bits..... 25%
Ford Auger Bit Co.:
Auger Bits..... } 40@40&10%
Car " ..... }
Machine Bits..... }
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip..... 25&10%
Car Bits, No. 10..... 25&10%
Car Bits, No. 30..... 40&7½&10%
Ring Augers..... 66⅔&10%
Jennings' Pattern..... 50&10%@60%
Snell's Auger and Car Bits..... 60%
Extra..... 60%
Nol..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car..... 4%
Jenning's Pattern Machine..... 2%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames..... 25&10%
Bonney's Adjustable..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3..... 25&10%
Hibbard's Adjustable..... Net prices
Ives..... 25&10%
Millers Falls, Goodell..... 15&7½&10%
Swan's..... 10%
Universal, each $4.50..... 30%

EXPANSIVE BITS—

C. E. Jennings & Co..... 25&10%
Clark's small, $18..... 50&10%
Clark's large, $26..... 50&10%
Ives' Model, ⅌ doz. $60..... 50%
Swan's..... 60%

DOUBLE CUT GIMLET BITS—

Common, net..... $2.75@3.00
German Pattern, net..... $1.00@4.25
Mayhew's Diamond ⅌ doz. $1.25.. 40%
Swan's..... 40&10%
C. E Jennings & Co..... 45&10%
Ladds..... 60&10%
Mayhew's..... 40&10%
Snell's Bell Hangers..... 60%

TWIST DRILLS—

Bit Stock..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co..... 40&10%
L'Hommedieu's..... 15&10%
Snell's..... 40&10%
Watrous'..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad..... 40&10%
Handled Scratch..... 40&10%
Patent Peg..... 50%
Sewing, Com..... 85c@$1.00
Shouldered Peg..... 50%
Shouldered Brad..... 50%
Socket Scratch ⅌ doz..... $1.00
Stanley Rule & Level
Handled Brad..... 20&10%
Patent Pegging..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10..... 60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7..... 50%
Ice Awls..... 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles..... 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50..... 30&10%

Axes—

First quality, best brands..... $5.50@6.00
First quality, Jobbers' brands. 5.25@5.75
Beveled, add 25c. ⅌ doz.
Firemans Bradleys..... 5%
Ice " 30%
Bradley's wide bit, net..... $10.50
Long Island, net..... 9.25

HATCHETS—

Hunt's, Underhill's or Blood's..... 40&10%
Plumb's:
Shingling, etc..... 33⅓&5
Broad and Bb'l..... 33⅓%
Boys Axes..... 33⅓&5
D. Simmons & Co.:
Broad } 50&5%
Shingling and Claw }
Lath, Hunters', etc. }
Picks and Mattocks..... 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case)..... .15 ea.
2 " " " " ..... .25 "
10 " firkins (5 in case)..... $1.20 "
25 " ..... 2.75 "
50 " kegs..... 5.00 "
100 " " ..... 9 00 "
200 " ¼ bbls..... } .08½¢lb
375 400 lb " ..... }

Balances—

Chatillon's:
Light Class A..... 40&10%
Circular Balances, Class C..... 50%
Ice Balances, Class B..... 50%
Straight Balances, Class A1 and A2. 40%
Large Dial, Class D..... 30%

Balances, Sash—

Caldwell's..... 50%
Pullman's..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National..... 30%

Beef Shavers—

Enterprise:
Japanned, each, $7.50..... 25@30%
Tinned, each, $9.00..... 25@30%

Bells—

HAND—

Extra Heavy Brass..... 60@60&10%
Light Brass..... 60&10%
Pure Bell Metal..... 58@60%
Silver Chime..... 33⅓@33⅓&10
White Metal..... 60%

DOOR—

Trip, Gem..... 50&10%
Alarm, Abbe's..... 40@40&10%
Alarm, Yankee..... 50@55%
Gong, Abbe's..... 40@45%
Gong, Yankee..... 50@55%
Lever, R. & E. Mfg. Co.'s..... 55@55&10%
New Departure..... 45@50%

COW—

Common Wrought..... 75%
Kentucky..... 70@70&10%
Kentucky, Sargent's List..... 70%
Texas Star..... 50%
Western, Sargent's List..... 70@70&10%

Bellows—

Blacksmiths'..... 70%
Hand..... 25&10%
Moulders'..... 25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston"..... 50&10%
"Imperial," seamless stitched. 45&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... 40&10%
Reliable..... 50&10%
Staple..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand..... 60%
Competition Brand..... 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50..... 50%
Phoenix..... 50%
Seymour Smith & Sons..... 25&10%
Miller's Falls..... 15&10%
Weston's..... 40%

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12½c

Bit Holders—

Angular..... 45%
Extension:
Barber's, ⅌ doz. $15.00..... 45@50%
Ives' ⅌ doz. $20.00..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ doz. $3.00..... 33⅓@40%
Excelsior ⅌ doz. $10.00..... 50&10&2%
North's..... 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr..... $9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel..... 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel..... 60@60&10%
Eddy's..... 60@10&70%
Harts' Steel..... 50@60&10%
Iron Strapped, Japan'd Sheaves. 70&10%
Iron Strapped, Lig Vitae Sheaves..... 60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves..... 40%
Lanes:
Junior, Self Sustaining..... 30%
Pat. Automatic..... 30%
Perfect Safety..... 30%
Stowell, Novelty Block..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..... 60&10%
Cast Iron Chain..... 60&10%
Cast Iron Shutter Bolts..... 60&10%
Ives' Patent Door Bolts..... 60%
Wrought Barrel..... 75@10%
Wrought Barrel Bol's, Griffin's 75&10%
Wrought Square..... 50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@60&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list..... 50&10@60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts..... 65&5%
Machine, Plain Nuts..... 65%
Carriage, Common..... 60&10%&10@70
Norway Iron, list Oct. '84..... 80%
Phila., Eagle, list June 1, '99..... 80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted..... 72½%
Eagle Phila..... 82½%
Norway, Phila..... 80%
Common..... 73½& 10%
Norway, Phila..... 80%
Portchester, Norway..... 80%
Phila..... 80%

STOVE AND PLOW—

Plow..... 60%
Stove..... 80%

MISCELLANEOUS—

Sink..... 80

Bone Mills.

Enterprise..... 25@30%
Stearns..... 40%

Borers, Tap—

Enterprise..... 20@25%
Each..... $1.25, $1.65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6..... 33⅓&10%
No. 10..... 16⅔&10%
Common Ring..... 20&10%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5 &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,"....20&10&5%
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&10%
No. 208½@214½....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffins Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list..40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24,1903.85&10@90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..80&10@40%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.60

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....30%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks..33⅓&@40%
L. & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept.'96.80@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns....70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Extra 10% to 10&10

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel....₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ dos., $2.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....80%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and Halter Chains:
"American"....40@45&10%
"Niagara"....45@50&5%
"Eureka"....45@50&10%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain.. } 40%
Galvanized Pump Chain....4½@4¾c
German Coil, list July 94, '97...60&10@60&10&10%
German Halter Chain, list July 94, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains: New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 70%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....60%
Moore's "Direct"....50%

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₩ dos....80c
Phoenix....50%
Socket....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ doz.
Bissell's "Cyco" Bearing "American Queen"....$27.00
Bissell's "Cyco" Bearing "Boudoir"....27.00
Bissell's "Cyco" Bearing "Ideal"....25.00
Bissell's "Cyco" Bearing "Gold Medal"....24.00
Bissell's "Cyco" Bearing "Premier"....24.00
Bissell's "Cyco" Bearing "Prize"....24.00
Bissell's "Cyco" Bearing "Welcome"....24.00
Bissell's "Cyco" Bearing "Superior"....24.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed....22.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed....24.00
Bissell's "Standard," japan trimmed....20.00
Bissell's "Standard," nickel trimmed....22.00
Bissell's "Crown Jewel," japan trimmed....19.00
Bissell's "Crown Jewel," nickel trimmed....21.00
Bissell's "Cyco" Bearing "Parlor Queen"....30.00
Bissell's "Cyco" Bearing "Crystal"....36.00
Bissell's "Cyco" Bearing "Grand"....36.00
Bissell's "Cyco" Bearing "Club"....54.00
Bissell's "Cyco" Bearing "Hall"....60.00
Subject to quantity rebates as follows:
8 doz. a rebate of 50 cents per doz.
5 doz. a rebate of $1.00 per doz.
10 doz. a rebate of $2.00 per doz.
Bissell's Improved "Misses"....9.00
(Subject to quantity discounts.)

National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 0
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1. per dozen on five dozen lots.

Cherry Stoners—
Enterprise....35@30%
Goodell's Family....net ₩ doz. $5.00

Chisel and File Handles
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix
Ohio Tool Co.
P. S. & W. } 70
Swan
Witherby
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%
COLD CHISELS—
Good quality, ₩ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Starrett's Fay's Patent Spring Calipers and Div....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....90@20&5%
Beatty's....33⅓%
L. & I. J. White....30@30&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson....₩ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ₩ dozen net....$8.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.80

Countersinks—
Mayhew's Diamond....40%
Smith's....2%
Snell's....½&5%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ₩ gro.
Eclipse....7 in. $3.75 9 in. $4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7 50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
The Metal Stamping Co. Ideal,..20&1 %
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ₩ doz. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....80%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....80&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓@40%

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....20%
Perfect....65&10&10
Star (Coil), list Oct. '95....70%
Torrey's Rod....50@50&10%
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....35@35&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S. & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's. 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....35@30%
Breast, Millers Falls, each $3 00..15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench....50%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. .....25@30%

Egg Beaters—

Keystone 33⅓%
Spiral .....₩ gro. $4.25@$4.50
Standard Co. .....Net prices.
Taplin Mfg. Co. .....Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb. .....10c } 20%
No. 54 to 150, ₩ lb. .....10c } 20%
Flour, ₩ lb. .....8c }

Enameline— ₩ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3.25

Faucets—

Brass Globe Cocks .....65@65&10%
Brass Racking .....65@65&10%
Compression Bibbs .....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh ..... 65&10@70%
Fin ..... 65@65&10%
Frary's Iron Petroleum .....60@60&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key .....50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined .....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40%
Lanes .....$10.10&2½%

Files—

DOMESTIC—
New List, Nov. 1, 1899.

American .....75&5%
Arcade .....75&5%
J. Barton Smith .....75&5%
Disston's .....75&5%
Disston's Superfine 50%
Eagle 75%
Great Western .....75&5%
Kearney & Foot .....75&5%
Mc Clellan .....75&5%
Nicholson .....70&10%
Nicholson's X. F. Files .....30@30&10%
Royal .....80@80&10%

IMPORTED—

Stubs .....Stubs' list, 30@33⅓%

Filters—

Acora 50%
Fulper's Natural Stone ...$8.50@$18.00
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:

Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler .....₩ doz. 30.00
Gun Cleaner ..... ₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield .....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American .....60&20%
Fitch's .....net prices

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Geneva:
Two-Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy .....60&5%
Sanford Pattern, Two and Three Tines .....50&10&5%
Four-Tine Hay 66⅔%
Long Three Tine, Grain, &c... 65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler 65%
Four Tine Baler 65%
Barley and Grain .....60&20%
Champion Hay 66⅔%
Champion Manure .....60&15&2½%
Champion Header 65%
Four-Tine Manure .....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks .....70&2½%
Potato Digging ..... 60&10%
Baling Press ..... 60&12½%
Stable and Fish ..... 50&10&5

Heavy—
Sugar Beet 50%
Vegetable Scoop 50%
Coke and Coal 50%
Cotton Seed 50%
Sluice 50%

HEAVY FORKS—
Vegetable Scoop }
Sugar Beet }
Barn }
Sluice }
Cotton Seed } 40&10%
Coal and Coke }
Stone }
Tanners' }
Shaving }
Oyster }

Fruit, Wine and Jelly Presses.

Enterprise ..... 20@25%

Fry Pans—

Standard List .....70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse	$2.60	
Cotton Fuse	2.90	
Single Taped Fuse	3.25	5@10%
Double Taped Fuse	4.20	
Triple Taped Fuse	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut .....40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern .....40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@30%

Graphite, Lubricating.

Dixon's Pure Flake
632– 1 lb. cans, ...20 cts. ea.
633– 5 " screw top tin cans, 85 cts. ea.
634– 10 " " " $1.60 "
644– 25 " boxes, ... 15 cts. lb
645– 50 " " ..... 14½ cts. lb
646–100 " kegs, ... 14 cts. lb.
647–350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City .....30@30&10%
Sargent's Patent .....60&10&10%
Stowells Extra Heavy .....50&10&10%
Stowells Light .....60&10%
P. S & W .....30&10@40
Reading 60%

Gunpowder—

See Ammunition.

Gun ads—

See Ammunition.

Hafts—

Britton's .....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 .....40&10%
H. & B., Tack .....₩ dos. net $2.50
Maydole's ..... 33⅓&5@40&10%
Phoenix, Tack .....40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail .....40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers .....40&5%
Riveting and Tinners' .....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb .....70&2½%
3 to 5 lb .....70&12½%
Over 5 lb .....
Wilkinson's Smiths .....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute .....40&5%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 .....60&10%
No. 2 to 3½ 40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25 .....25&10%
Axe, Pick, etc ....50@5 &10
Bliss Mfg. Co.
Chisel .....
Brad Awl ..... } 25@33⅓
File ..... }
Auger ..... }
Soldering Iron ..... }
Brad Awl ..... ₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles ...60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ....45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ....60&10%
New England ..... .66⅔@70%
Lane's Covered ... 50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special ..... 50&10&10&5
Track for same .....₩ 100 ft. net, $3.75
Cronk's Roller Bearing .....60&10%
Cronk's Steel, cov'd, Loose Axle....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs .....60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century .....50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard .....net, $3.85
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $3 75; net each 22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought ....85&10@90%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley ..... 60&10&10%

Hay Tools—

F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$7.0
Comb. Car, Wood Track 7.00

Common 6 in. Wood Sheave Pulley, Fig. 433 .....₩ doz. 3.96
D. H. Fork Steel Regular...each, 1.00
Double Grapple Fork ...each, 7.00
Double Rail Steel Track, complete with clamps .....₩ ft. .20
Faultless Steel Frame K. P. Pulley, Fig. 435 .....₩ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 .....₩ doz. 3.80
Floor Hooks, ⅝ in .....₩ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 .....₩ doz. 4.00
Hanging Hooks for Double Steel Track .....₩ doz. 1.40
Hanging Hooks for Single Steel Track .....₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in .....₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in 1.30
Malleable Frame K. P. Pulleys, Fig. 676 .....₩ doz. 1.60
Malleable Rafter Brackets, ₩ doz.
Nellis Fork .....each, 3.00
New Myers Iron Rod Car..... 7.00
Reed Wood Frame Pulley with Hook, Fig. 434 .....₩ doz. 4.00
Rev. Car., Double Steel Track.... 7.00
Rev. Car., Wood Track 7.00
Rope Hitch .....₩ doz. 3.00
Single Rail Car, Single Steel T ... 7.00
Single Rail Steel Track with clamps. .....₩ ft. .20
Sprout's Shear Fork, each $1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 3.80
Sure Grip Sling Car, Steel or Wood Track 12.00
Walker Fork, each 2.50
Wrought Rafter Brackets ₩ doz .70
Discount on above, 10%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net $10
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net$10
Auburn Straw .....40&10%
Lightning, from jobbers.....60&5%
Wadsworth's ..... 40&10%

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 8½c. / 14 to 20 in., ₩ lb, 8½c. / 22 to 36 in., ₩ lb, 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges .....80&5% } Extra 10%@10&5
Heavy Strap Hinges....80&20&10% }
Light T Hinges ..... 75&10&5% }
Heavy T Hinges .....75&5% }
Extra Heavy T Hinges .....80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T.....80&20

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking 15%
Chicago 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ doz. $7.80 .....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ dos. $4.90. ..... 60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ₩ doz. $4.20.. .. ..60%

BLIND HINGES—

Baltinger & Berkley.....50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.. .....50%
Nos. 1, 3, 5..... ...70&10%
Nos. 40 and 50..... 70%
Parker.....70&10%
Sargent's, Nos. 1, 3, 5, 11, 18.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ dos. sets.30&10%

Hitching Cords—

Covert Mfg. Co..... .....45%
" " " .....
Hitchers Stall 35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island..... 7:%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar .....70&10&10%
Blackland or Southern Meadow...75&5%
Geneva Planters' .....75&12½%
Straight Shank Planters ...75&10&7½%
Mississippi Planters'... ....75&10&7½%
Geneva Cotton .....70&10&10%
Ladies' Cotton..... .....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes .....66⅔&15%
Turf Edgers.....50&15%

Hoists, Chain—

"Moores'," Anti-Friction.....30%
" Hand Hoist... .....20%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
CORN—
Kretsinger Cut-Ezy.....₰ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list.....50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list. 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₰ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ₰ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE—
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's Net.....$1.50
Cronks Grass.....₰ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	19c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset Nos. 5 to 10, ₰ lb						12c
Northwestern	24c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	25&10%

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$6.85
Steel, per keg.....3 60
Burden's, all sizes.....3.00

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45&50%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&10%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....50&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....80&80%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₰ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₰ doz..$6.00..25@30%
No. 34. ₰ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₰ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson Butcher Knives.....net
Knives, Hay and Straw—
See Hay Knives.

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead. ₰ gr. .....$1.25@1.50
Carriage, Jap.....₰ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4 00
4 " 5.00
8 " 6.50
} 25%

Latches— ₰ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
₰ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T..70&10%
Style A, (all steel).....60&10%
Style F, Low Wheel.....60&10%
Style E, High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6 50	each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
₰ doz. $12.00	$15.00	$24.00	..80%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₰ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....30

Lead Pipe, Etc. ₰ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers—
Berger Bros. ₰ doz. 8-in. $1.00; 10-in, $1.40.....30%
Dean's, Nos. 1, ₰ doz. $6.50; 2, $8.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₰ doz. $9.60
Jennings' Star.....₰ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....₰ doz. $6.00 30&10@40%
Wood, Common, ₰ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₰ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₰ doz. $7.50...20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₰ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....20%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&30%
Lignumvitæ.....45@35&30%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₰ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$3	$3	$2.75	$5	$4.50	$6

Home No. 1, ₰ doz. $22–75.....50&10%
Little Giant.....33⅓@40%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₰ doz.....30&10@40%

Nos.			
	100	150	
	$15	$18	

Beef Shavers (Enterprise).....25@20%

Meat Juice Extractors—
Enterprise.....35@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₰ lb
Defender.....18c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₰ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₰ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ₰ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Nippers—
"Gem," ½ gross lots, ₰ gross....$21.00
" less quantity, ₰ dozen..2.00

Nail Pullers—
Ajax, 5 lbs.....₰ doz. net $7.50
Black Hawk, ₰ doz.....$9.00
Cyclops.....40&10%
Eclipse.....₰ doz. 18.00, 25&10&10%
Eureka, No. 74.....₰ doz. net $8.50
Eureka, No. 75.....₰ doz. net 8.00
Giant, No. 1, ₰ doz. $18.00: No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₰ doz. $18.00, 30%
National.....₰ doz. 24.00, 40%
Pelican.....₰ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₰ doz. 4.25
" No. 3 D.....₰ doz. 3.75
Large,
" No. 2 B.....₰ doz. 4.75
" No. 2 D.....₰ doz. 4.00

Nail Sets

	₰ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....₰ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7.50

Needles.
Shrimpton's Mach. (on orders of $25) 25%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₰ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5 20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00

Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ₰ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb.
" Small " ..10c " "
Queer Creek Axe ...20c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60c ₰ lb.
Rosy Red " ...60c " "
Extra " ..50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
WashitaPenKnifePieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₱ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, ..₱50&10%
Pure Packing "Excelsior" 60%
Extra 60%

MISCELLANEOUS— ₱ lb
American Packing ..... 9c@10c
Cotton Packing ..... 18c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Pareers—

APPLE— ₱ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7 50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₱ doz.
Victor $60.00
White Mountain 6.00

Pencils

Dixon's: ₱ gro.
Carpenter's ..... $4.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7 50
Lumber 6 87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.88@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps -
See Ammunition

Picks and Mattocks—

Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—

Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding 33 1 3%

IRON PLANES—

Chaplin's Iron Planes ..... 50&10
C. E Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous 25&10@25&10&10%

PLANE IRONS

Auburn "Thistle" ..
Ohio ..... } 30&5@30&10&5%
Sandusky .....
Buck Bros 30%
Butcher's ..... $5.00@5.25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—

Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers.
No. 1 ..... 60%
" 20 ..... net, $9.00
" 40 ..... 70%
" 50 ..... 60%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 50%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—

Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—

Tower & Lyon's 25%

Polish Metal—

Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₱ doz ..... $ .50
₱ gross 4.N
½ lb. boxes, ₱ doz 1.25
1 lb. boxes, ₱ doz 2.25
U. S. Liquid, 8-oz cans, ₱ doz ... 1.25
₱ gross 12.00
Barkeeper's Friend Metal Polish, ₱ doz 1.75
₱ gross 18.00

Polish, Stove—

Dixon's Plumbago ..... ₱ lb
Joseph Dixon's ..... ₱ gro. $5.75, 10%
Gem ..... ₱ gro. 4 50, 10%

Poppers, Corn—

Round or square, ₱ doz. ₱ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₱ doz.

Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 10.00
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18 00
New Champion ..... " " 6.00
Rival ..... " " 8 00
Ryan's ..... ₱ doz. $20.00, 25%

Post Hole Augers—

Iwan's Patent Improved ..... 40&5%
Perfection ..... ₱ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₱ doz. net ... $6.50

Post Hole Diggers—

Iwans. ₱ doz.
Split Handle, ... net $7.75
Perfection ..... " $8.50

Potato Hooks, etc.—

Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—

Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ₱ doz., $18 00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears 6 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C Co.'s Combination ..... ₱ doz., $ 2 00, 25&10%

Pulleys—

Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel:
No. 3 2½-inch wheel, ₱ doz. in barrel lots, ₱ poz. 29¾c
No. 7, in barrel lots ₱ doz 25c
Extra for plated finish, ₱ doz 20c
Extra for antique bronze bushing, ₱ doz 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₱ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₱ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—

Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 528, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No 108, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 285, Fig. 389, Windmill Pump 12.50
No 295, Fig. 408, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 303, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 350, Fig. 492, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—

Semis & Call Co.'s:
Cast Steel Drive 50%
Check 55%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₱ doz. ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co. 80%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet $1.40 1.50 2.60
Barn Door, "None Better" No. 1, ₱ foot 33⅓c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. for N. B. Hangers:
Angular, ₱ foot, 6c 70%
Double Flange ₱ foot, 8c 70%
Carrier Steel Rail, ₱ foot 4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18 ..... 3¼c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1½ in ..... net. 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₱ foot 6½c
Sliding Door, Steel, Brass Plated, ₱ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb, 35c ..... 10@20%
Victor Track Rail, 7c ₱ ft. .60&10&2½%

Rakes, Etc.—

Cronk's:
Malleable ..... 70&10%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3 60
" " 21, 3.75
Jumbo Lawn 36, 5.40
Paragon (Wood Head) 2.85
Steel, Garden 10th 2.50
" " 12th 2 70
" " 14th 2.85
" " 16th 3. 0
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ..70&10%
*Mall Light Braced Straight ..70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—

Disston's 75%
New Nicholson Horse Rasp ... .70&10%
See also Files.

Razors—

Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Terrey Razor Co 20%
Wosteoholm and Butcher, $10.00 to £ 10%

Razor Hones.

Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes .. } 70 to 75%
Electro-Plated ....
Nickel Plated ....
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—

Iwan's Volcaneo ..... 50&5%

Rifle Cleaners—

Bishops:
Small Bore Rifle Cleaner ₱ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—

Tinners 70%
Miscellaneous 70%

Rivet Sets—

Regular List 70%

Rollers—Stay.

Cronk's:
No. 50, 55, 56, 60, 65
₱ doz. 1.00 .60 .75 .75 .90 cts

Rope—

Cotton Rope, Best, ₱ lb
¼ inch and larger 18½c
2d grade, ¼ in. and larger 14½c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7-16 in. and larger ..... 12 c
⅜ in 12½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—

Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..55&10%
Starrett's Rules and Straight Edges, Steel ..... 25&10

Sad Irons—

ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3.15
Aluminum Finish " " 3.15
Full Nickel " " 3.90

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper ..... 30@30&5%
Sand and Emery Paper . 50&10@60%

Sash Balances—

Caldwell Mfg. Co 50
Victor Bronze 75%
Victor Steel 70

Sash Chain—

Competition ..... 50&10%
Giant 40%
Monarch B. C. Co 70%
Royal Metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener

Ives 40%

Sash Cord—

Cable Laid Italian ..... ₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 13½@14c
Common India ..... ₱ lb 9@10c
Patent Russia ..... ₱ lb 12¾@13c
Patent India ..... ₱ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₱ lb 28½@30c
"Samson" Braided Cord, ₱ lb 28½@30c
"Samson" Spot Cord, ₱ lb 28½@30c
"Samson" Braided Drab, Cotton ₱ lb 32¼@35c
"Samson" Braided Italian Hemp ₱ lb 32½@35c
"Samson" Braided Linen ... ₱ lb .49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₱ lb 40c, 5%
A Quality, White ..... ₱ lb 35c, 5%
B Quality, Drab ..... ₱ lb 35c, 5%
B Quality, White ..... ₱ lb 30c, 5%
United States:
B Quality ..... ₱ lb 18½c
C Quality ..... ₱ lb 17½c
White Cotton, Hard Braided ... ₱ lb 18c

Sash Fasteners.

Ives "Crescent" 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—

Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass .. 50&5%
Cast Iron ..... 60&2½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 80%
Reading ..... 60&10&10%

Sash Weights—

Ton lots at factory $26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws—

Atkins:
Band 2 to 14 in. Wide 50%
Band ½ to 3-16 in. Wide 60%

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&40
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Diston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2¾ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Diston's D8 Clamp and Guide, $30.00 ℔ doz.....35%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Diston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. $8.50
"Royal".....℔ doz. 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Tairtore Positive.....$18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) 25.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....35&5&10&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
¼ in., Style E, Fancy Screen Doors.....$10.50
¼ in., Style G, Common Screen Doors.....6.75
7-8 Style K-A Screen Doors.....8.75
7-8 Style X-Y Screen Doors....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5%
Perfection Screens.....60&5%
Improved Window Screen Frames.....60&5%

Screw Drivers—

Brace Screw Drivers.....25&10&5%
Buck Bros.....40%
Screw-Driver Bits.....27½¢
Champion.....40%
Diston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....℔ doz. $6.00 net
Electric Spiral No. 02.....℔ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets. No. 3.....$12, 50%
Howard-Allard.....{A1 ℔ doz., $9.00 net / A2 ℔ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ℔ doz. $18.50 net; No. 2 ℔ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....70&10%
No. 10.....75&10%
Nos. 20 and 30.....70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head.....85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head 77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Feb. 14, 1895. 70&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&15%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.
Natural Finish, Grass.....$5.00
Polished Blade, Grass.....5.50
Painted or Bronzed, Grass.....4.50
Clipper, Grain.....7.50
Weed and Bush.....5.00

Scythe Rifles.

3-foot.....$10 00 ℔ gro. } 40%
4- " .....$12 00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro. }
No 2 " " .... 4 50 " " }
White Mountain .... 9.00 " " }
Black Diamond.... 12.00 " " }
Lamoille.... 11 00 " " } 40%
Green Mountains... 6 00 " " }
Leader Red End.... 4.50 " " }
Willoughby Lake.... 9.00 " " }
Extra Quinnebog.... 7.00 " " }
Pike's Corundum....24 00 " " }
" Emery.....15.00 " " }

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1898..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..℔ gross, $10@$11.50

Skate Sharpeners—

Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 2 in7, 26x6, 30x9....55%
Kraut Cutters, 26x12, 40x18.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%

Snaths—

Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66⅔%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee.....30&5

Snaths—

National Snath Co:
Scythe.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels, new List, 70%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel 60&10&10% c70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10%@75
Steel and Iron.....70&10%@75

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch. ℔ lb.....6½c.@7c.

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50.....66⅔%
" Nos 55 and 56.....70&10%
" No. 60.....60%
" No. 65.....60&10%

Steels—

Chatillon's "Dicks".....30%

Stock Fountains—

The B-B Mfg. Co.:
"Dewey," ℔ doz., net.....$13

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&35%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, ℔ doz., net.....$501
Columbia, No. 2, ℔ doz. net.....60
Little Jack.....℔ doz.....10 .01

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Tapes, Measuring—

American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to ¼ in. inc.....65&10%
3 1-8 to 3 in. inc.....40%
3 1 8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&10%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@20%

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring..50@50&10%
Crescent.....70@70&10%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304, ℔100.....net, $14.00
Payson's:
Balance, Iron List.....30%

Shaw's:
Copper Finished.....30&10%
Lever.....70@70&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Star, Blake's Pattern.....60&5@60&10%
Enterprise Mole.....15&10%
Hawley & Norton.....65&5@65&10%
Newhouse.....45@45&5%
Victor.....75@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9@10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4 Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Eggo Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40&10@50%
Columbian Hdw. Co.....40%
Fisher-Norris.....15&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....40%
Bonney's Champion.....40 & 10%
Fisher & Norris Double Screw..15&10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....50&10&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&10%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....30@25%
Sargent's.....40%
Snediker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40&10%
Cincinnati.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....80&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....℔ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%

Window Stop Adjusters—

Ives' New List.....25&5%
Taplin's "Perfection".....25&5%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903..55&10&10@90
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, as'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 80.....70%
Nos 15 to 18 Tinned Annealed....70%
Nos. 19 to 80 " " 67½
Nos 19 to 80 Bright Annealed Brush.....72½%
Tinned Broom and Mattress....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....80%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10@80%
Alligator.....65&10@70%
Baxter's.....70@70&10%

Bemis & Call's:
Briggs Pattern.....30&10%
No. 3 Pipe, Bright.....55%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....30%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 38c
Linseed, City, Boiled, in barrels, ℔ gal. 40c
Out of Town on Spot.....℔ gal. 37c
Calcutta, Raw, in barrels.....℔ gal. 65c
Lard, Prime City.....℔ gal.....61@6 'c
Lard, Extra, No. 1.....48@50c
Lard, No. 2.....38@39c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb. 8½@9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....63½@ 64c
In machine bbls.....64@ 64½c

Dry Colors—

	℔ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	8 @ 8½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13 @15 c
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	10 @13 c
Brown, Vandyke	10 @13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Axes and Edge Tools.
Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Magnolia Metal Co., New York

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Foy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Geneva Tool Co., Geneva O.

Beet Hoes.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co. New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Cuspidors.
John Bassimer & Sons, New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich. and New York.
National Sweeper Co., Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio

Car ridges
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H Anderson & Sons, Inc., Detroit, Mich.

Chains.
Covert Mfg Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chimney Thimbles.
L. A Gendron & Co. Warren, Mass.

Chisels.
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.

Churns.
One Minute Churn Co.
American Wooden Ware Mfg. Co.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches.
W. H Anderson & Sons, Inc., Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H Anderson & Sons, Inc., Detroit, Mich.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counselors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream Separators.
Lawrence Mfg. Co., Toledo, Ohio.

Curled Hair.
Beeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York.

Cutlery, Pocket.
John Chatillon & Sons, New York.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Discount Books.
Hardware Publishing Co., New York

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drilling Attachments.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.
Silver Mfg. Co., Salem, Ohio.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Ensilage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Geneva Tool Co., Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co, South Milwaukee, Wis.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa

Floor Plates.
American Tube and Stamping Co, Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston Mass.

Gasoline Lamps.
White Manufacturing Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Shelby Stove & Mfg. Co, Shelby, O.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Cutters.
W. L. Harrett, Bristol, Conn.

Glass Water Gauges.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co, Baltimore, Md.

Grain Cradles.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira N. Y

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros Co., Philadelphia.
Walworth Mfg Co., Boston, Mass

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Hinges.
Bettinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Nuss Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Nuss Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co, Nashua N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Wm. T. Wood & Co., Arlington, Mass.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co, Cleveland, Ohio.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co. Cleveland, Ohio.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport Conn.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Rockford Tack & Nail Co. Rockford, Ill.

Potato Hooks.
Geneva Tool Co., Geneva, O.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers.
Gem Cutlery Co.

Razor Strops.
American Razor Strop Co., Fremont, Ohio.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co. Fond Du Lac, Wis.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Granite.
Eastern Granite Roofing Co., New York.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

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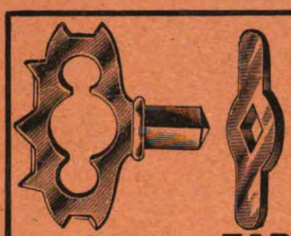
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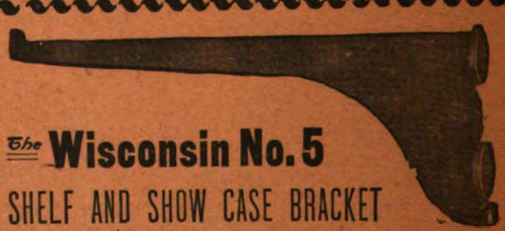


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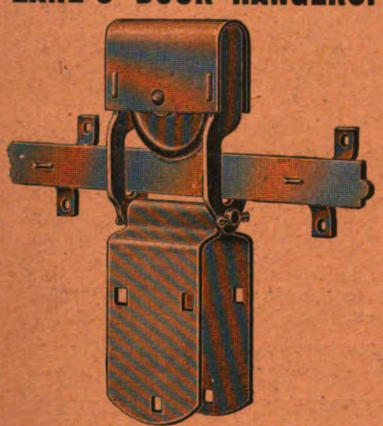
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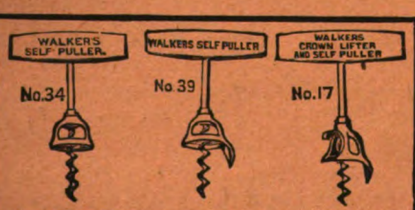
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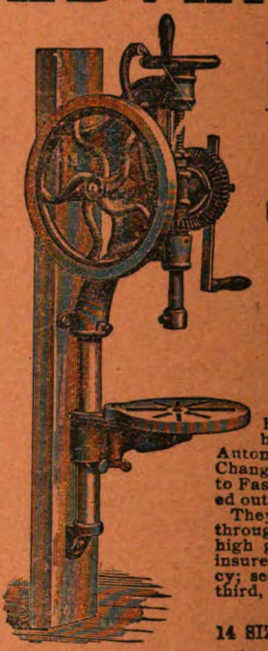
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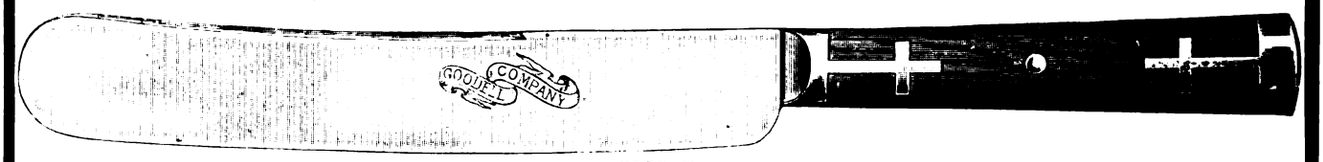
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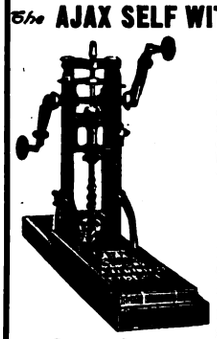
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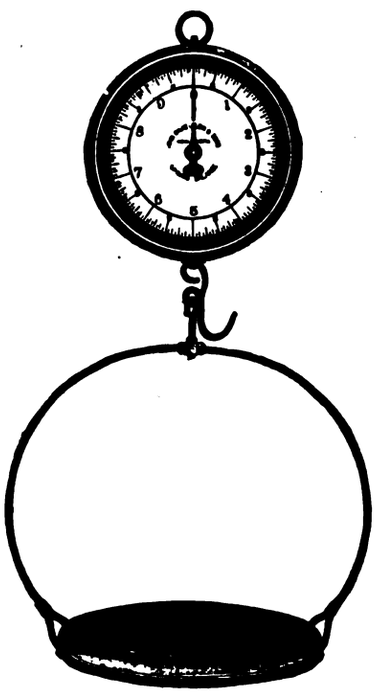
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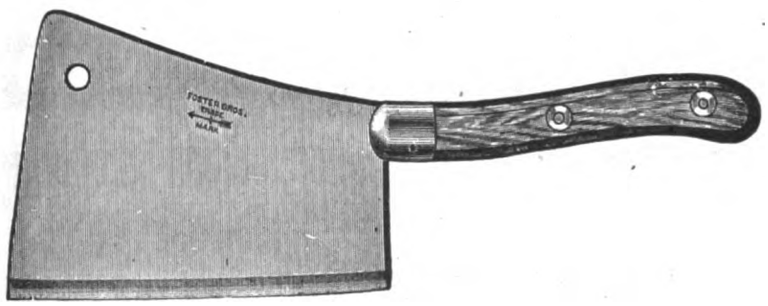


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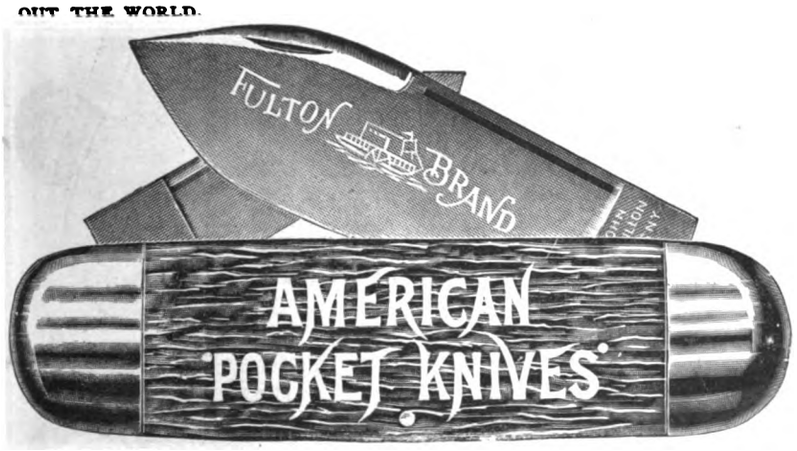


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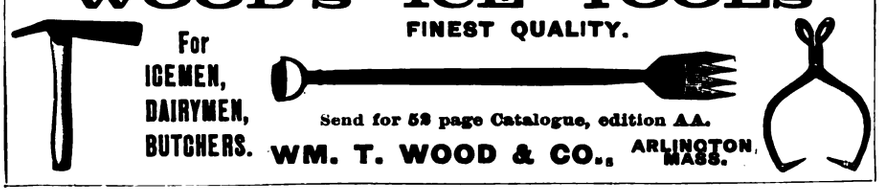
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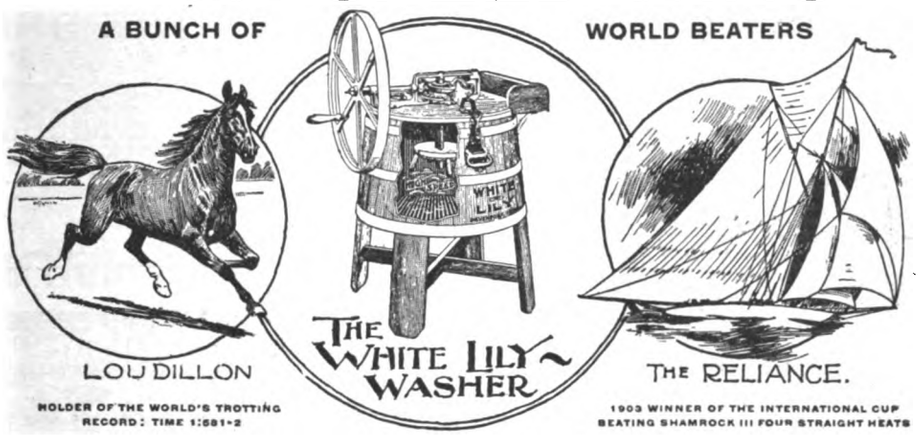
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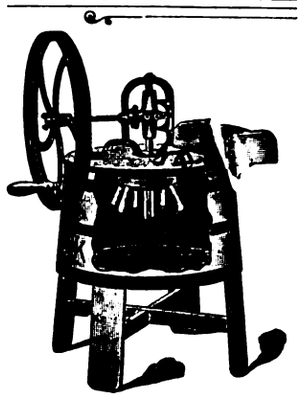
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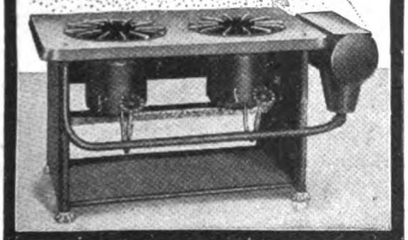
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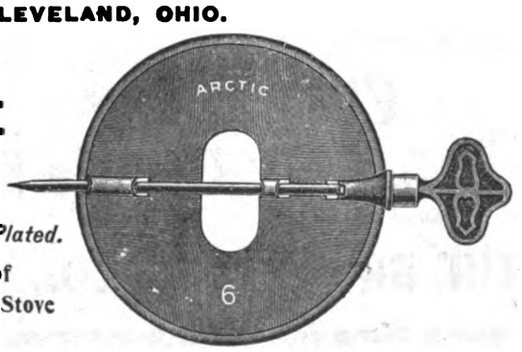
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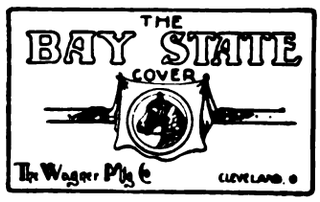
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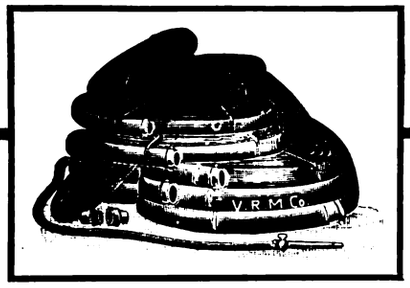
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Voorhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

Put One On Your Show Oase



AND IT WILL

TALK FOR ITSELF

We supply dealers with advertising matter, to help sell these coolers.

APPERT GLASS WATER COOLERS

are absolutely sanitary. The ice does not come in contact with the water.

PRACTICALLY UNBREAKABLE

Owing to their peculiar construction, and the aluminum covers and silver plated self closing faucets are, of course RUST proof.

ASK FOR BOOKLET AND PRICES.

Appert Glass Co.,

277 Broadway, NEW YORK.



EAGLE MOP WRINGERS

and pails combined are as good as they can be made. All materials and workmanship the best. They are strong and durable - made to sell *and give satisfaction*. We will be glad to send circulars and quote prices. Write us or your jobber.

The Eagle Cooperage Works

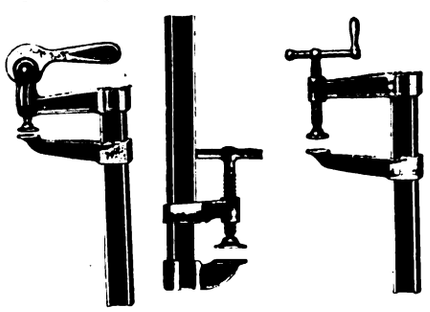
SOLE MANUFACTURERS.

CIRCLEVILLE, OHIO.

BURRELL & FOWLER CLEVE.

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The style of finish, quality of material, and adaptability of Batavia Clamps to a great variety of work is the result of 20 years experience in their manufacture. . . . .



Finishing Clamps—Carpenters and Builders' Long Arm Clamps

The former has a flanged steel bar with fixed jaw and movable head; movable head has double locking device. Continuous hammering will not loosen its grip.

The latter's steel bar is extra heavy double flanged; has self adjusting button and improved movable jaw with double locking device.

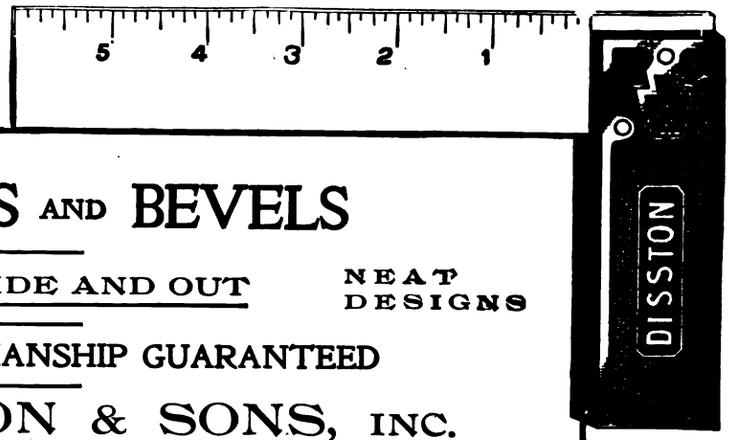
Send for new catalogue and price list.

Mention HARDWARE.

BATAVIA CLAMP CO.,

Batavia, N. Y. U. S. A.

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DISSTON SQUARES AND BEVELS

IRON STOCKS
STEEL BLADES

SQUARE INSIDE AND OUT

NEAT DESIGNS

QUALITY AND WORKMANSHIP GUARANTEED

HENRY DISSTON & SONS, INC.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobbor About Them. Send for "Yankee" Tool Book



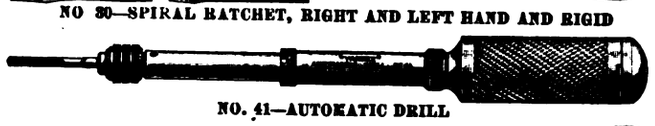
NO. 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 41—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 112 Chambers Street. PHILADELPHIA, PA.

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Carriage Requisites

FRANK MILLER'S

CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S

AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET.
NEW YORK.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

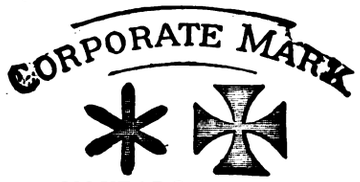
The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND.

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

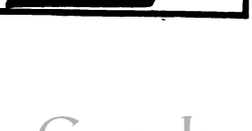
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and you will handle the
DOBSON MOLDERS' TOOL

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WM. DOBSON
Canastota, N.Y



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ARMSTRONG'S

Hinged Vises.

Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

The Armstrong Mfg. Co.,

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.

ESTABLISHED 1836. **ALFRED FIELD & CO.,**

93 Chambers and 75 Reade Streets, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

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MR L HUGONIT TISSOT,	Best Plyers, Nippers, &c. in the World.
MESSRS. T U. S. SHEAR CO-OPERATIVE SOCIETY LTD.,	Best Sheep Shears in the World
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

Every Day

is a "dull day" for the average household knife. That's why the Rose Automatic Grinder is *never out of season*. Only set it where it can be seen and tried by your customers, and it will earn more profit to the square inch of space occupied than anything in stock.

The ROSE Automatic Grinder

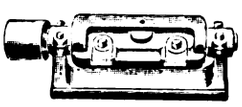
is a practical novelty. It is simple, durable and efficient. Drawing a knife through the slots as shown, brings it in contact with a *revolving* emery wheel, that sharpens it and does it right. Set one on your counter and see it sell itself.

Of your jobber or write

THE I. M. ROSE CO.,
Dept. H
730 Market St.,
Philadelphia.



C. & F. WIRE STRAIGHTENER.



Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds. Send for Circular.

Chandler & Farquhar Co. 131 Congress St., BOSTON, U. S. A.

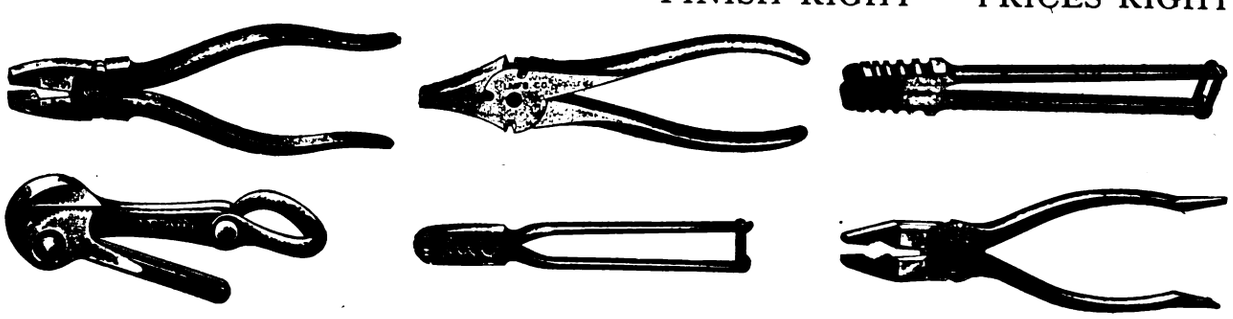
DROP FORGED TOOLS

Manufactured by

IRVINGTON MANUFACTURING CO.,

AN ATTRACTIVE LINE QUALITY RIGHT

FINISH RIGHT PRICES RIGHT



Write for New Catalogue Now Ready Showing increased line.

PRICES QUOTED ON APPLICATION.

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123 California St., SAN FRANCISCO.

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Shipped Everywhere.

Used by the Largest Corporations in the World.

"STERLING"
HACK SAW BLADES

They're cheap — not on account of price only, but because they possess "Sterling" quality—are mechanically correct — have genuine merit — give perfect satisfaction.

The Best is None Too Good For Your Trade.

As they are sold at one price only, exclusively through the dealer, and pay a legitimate profit, and are "BEST BY TEST," therefore Repeat Orders will Follow.

Your Order Respectfully Solicited.

DIAMOND SAW & STAMPING WORKS
257 Seventh St., Buffalo, N. Y.

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.
HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality. We make only the best.

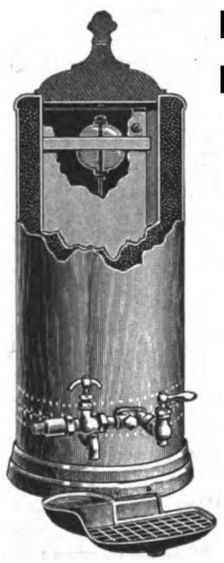


Sand Papers in Reams and Rolls
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HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

The Crystal Fountain Water Filter.



Perfect and Durable in Construction.
Best Materials Used.

Advantages Over Others:
Automatic cleaning device, patent abrasive emery cleaner, thick tube, good mechanical construction, heavy tops and bottoms, superior quality valves.

Write for Circular and Discounts.

Manufactured by
SQUIER FILTER CO., Dayton, Ohio. U. S. A.

ANY KIND OF A
HARDWARE SPECIALTY
MANUFACTURED TO ORDER ON CONTRACT.
We can make and market patented articles on a royalty if desired.
FORSYTH MFG. COMPANY,
BUFFALO, N. Y.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

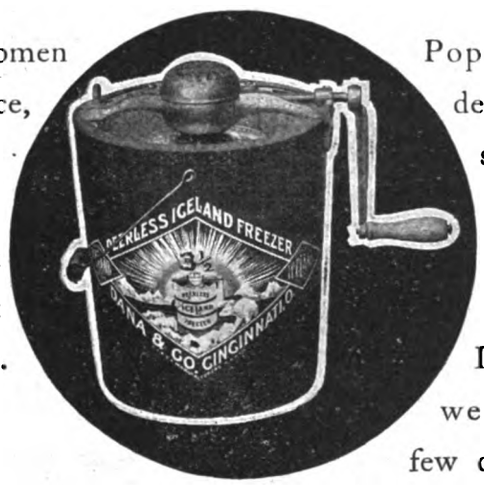
TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Peerless Iceland

The Bull's Eye of Popularity

A favorite with women because it saves ice, time and makes delicious cream. Asked for by women because it is the best advertised freezer.



Popular with the dealer because it is so easy to sell, and at a good profit. We don't ask you to handle Peerless Icelands exclusively, we simply want a few on your floor—

then you will see for yourself how quickly they move.

There is a big demand for Peerless Icelands; don't let the other fellow do all the business.

Ask your jobber.

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YOUR STOCK IS NOT COMPLETE!

Spring is nearly here. Harness has to be repaired.

Many of your customers will want a hand riveter. Every Man Jack of them will want the **best he can get for his money. Here they are**



THE "REX"



THE "BEST YET"



THE "PONY"

Of all Jobbers. Catalogue on request.

F. H. SMITH MF'G. CO., Chicago, U. S. A.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

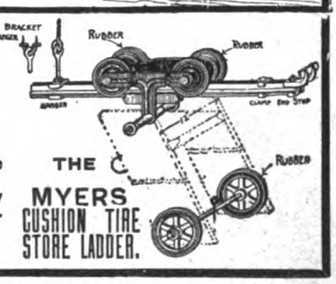
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

NO. 200.

RECORDING THERMOMETER.

Daily or Weekly Dial.

RANGE 20° BELOW TO 120° ABOVE.



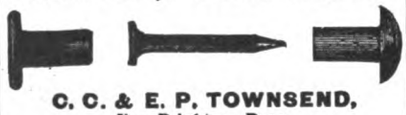
HELIOS-UPTON CO.,

PEABODY, MASS.

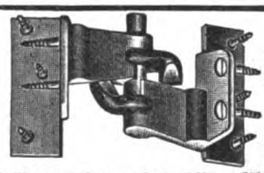
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Fairbanks Co.
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C. C. & E. P. TOWNSEND,
New Brighton, Penn.



Automatic Gauging and Double. Hold Pat. Blind Hinge.

Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

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FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,
PITTSBURG, PA.

The No. 2 HAMMOND



Possesses

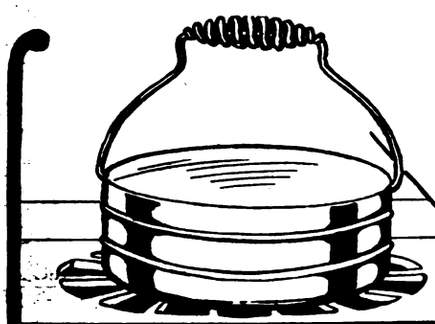
ALIGNMENT—Perfect and permanent
IMPRESSION—Invariably uniform
TOUCH—Soft, light and elastic
SPEED—Over 200 words a minute
DURABILITY—The fewest parts, the best made
VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
PORTABILITY—Weighs only nineteen pounds including traveling case.

The Hammond Typewriter Co.

69th to 70th Sts. and East River, New York, N. Y.

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X-Radium Heater



The X-Radium Heater is an indispensible article in every home. Luxury, comfort, economy all demand it. It's everybody's necessity and everybody can have it. **Retails for only $2.50.**

The X-Radium Heater is really a neat little stove four inches high and seven inches in diameter. Made in two parts, a heating pad filled with X-Radium, (a recent discovery) which has the same affinity for heat which the sponge has for water; a bowl-shaped receiving stand in which the pad is placed. Heats on any stove or range (coal, wood, gas, gasoline or oil.) Costs nothing to operate and lasts a lifetime.

Keeps the Coffee hot; keeps the food hot.
Keeps the flat irons hot; keeps anything hot.
The biggest little thing on earth.

We make the demand. The X-Radium Heater will be generously advertised in the great magazines and weeklies: McClure's, Munsey's, Everybody's, Strand, Review of Reviews, Ladies' World, Housekeeper, Modern Priscilla, Normal Instructor, World's Events, Collier's Weekly, Literary Digest, etc., during February and full page ads will appear in the March issues of Ladies' Home Journal, Munsey's, McClure's, Review of Reviews, Everybody's, Strand, etc.

As we are making a free trial offer, the popular demand will be vigorous and continuous. Won't you give the order for X-Radium Heaters to your jobber today—or send direct to us, and be prepared to meet the certain demand from your customers?

It pays to be FIRST with a good thing.

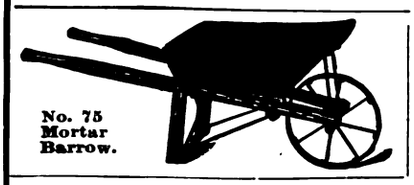


Novelty Mfg. Co., Dept. W

Jackson, Mich
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No. 75 Mortar Barrow.

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS, CONTRACTORS' PLOWS, DRAG AND WHEEL SCRAPERS, HAND CARTS, STORE AND WAREHOUSE TRUCKS, STEEL SKIPS.

BEFORE PLACING YOUR ORDER SEND FOR No. 11 CATALOGUE AND PRICES.

BOARDMAN'S

SPOONS, FORKS ETC.

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

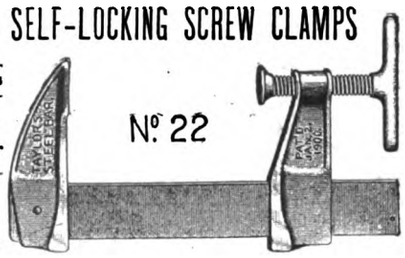
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LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

TAYLOR'S QUICK-ADJUSTING SELF-LOCKING SCREW CLAMPS

No. 22 will take a safe strain of 4,500 pounds

Best Refined Malleable Iron Castings with High Grade Steel Bar



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Large 10 oz. Can

WE MAKE IT!

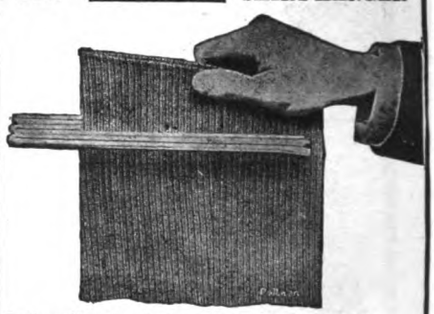
The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

ENTERPRISE Food Choppers

TINNED

Sausage Stuffer, Lard and Fruit Press with Patented Corrugated Spout



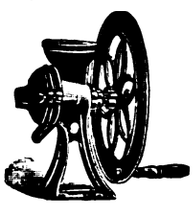
8 Sizes and Styles

Meat Juice Extractor



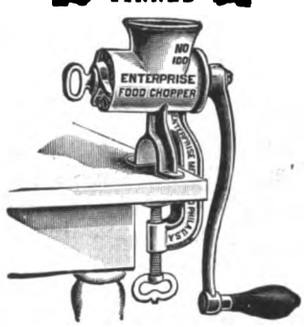
No. 21 $2.50

Bone, Shell and Corn Mill



No. 750 $8.50

N. Y. Branch, 10 Warren Street



No. 100 *chops 2 lbs. of Meat per minute* $1.50
No. 300 *chops 3 lbs. of Meat per minute* $2.25

Four Knives with each Machine

Fine



Medium



Coarse



Nut Butter Cutter



Order from your Jobber — Illustrated Catalogue Free

The Enterprise Mfg. Co. of Pa.

Philadelphia, Pa., U. S. A.

Rapid Grinding and Pulverizing Mills

40 Sizes & Styles for Hand, Steam & Electric Power



No. 3 $5.50

Raisin Seeder



No. 36 $1.00

Cold Handle Polishing IRONS

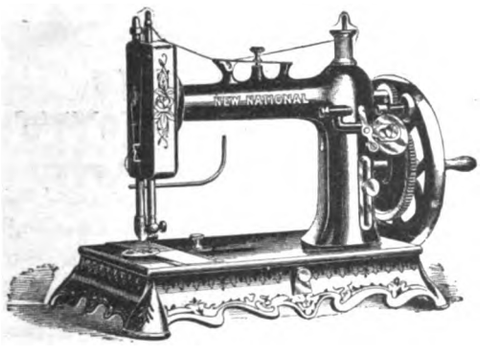


No. 82 $7.50 doz.

San Francisco Branch, 105 Front Street

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NEW HOME AND NEW NATIONAL SEWING MACHINES



Supplied with Wooden Base and Cover when desired



for family use and manufacturing purposes are

THE MOST PROFITABLE TO BUY

AND

THE MOST ADVANTAGEOUS TO SELL

BECAUSE

they possess those sterling qualities which induce every purchaser to recommend them to others

ESTABLISHED IN 1867

730 foreign and 2756 domestic agencies

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The New Heme Sewing Machine Company

EXPORT DEPT. : : 28 UNION SQUARE

NEW YORK, U. S. A.

Make More Money



Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent **SIGNAL MAIL BOX**

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.

104, Benton St., JOLIET, ILLINOIS.

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PADLOCKS. . .

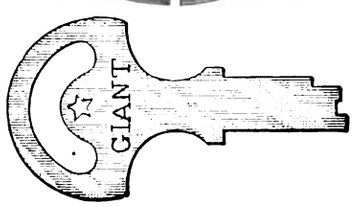


Smooth or Government Finish.

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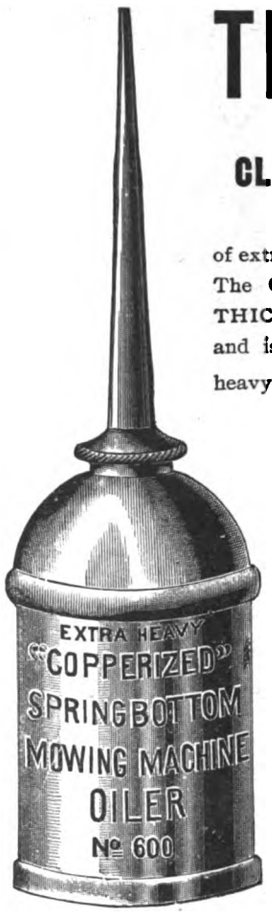
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HARDWARE

The Standard Tool Co., Cleveland and New York, are distributing an excellent calendar for hanging up in the machine shop equally as well as the office of the factory, while at the same time it exploits the fact that the Standard Tool Co. are manufacturers of twist drills, reamers, taps, milling cutters, etc. Three-quarters of the calendars advertising surface is occupied by a number of useful tables that make the calendar acceptable to the superintendents, master mechanics or shop foreman for whose advantage it will be doubly welcome.

♣

Borneman & Sons, Elkhart, Ind., on January 15th were robbed of 200 pocket knives and razors stamped Robeson Cutlery Co., together with 6 sets of carvers. They offer a reward of $25 for the arrest and conviction of the thief. Any one having knowledge of these goods may wire the above firm "charges collect."

♣

The tabulated scores of the open tournaments held in the United States during the trap shooting season of 1903 show that Mr. L. B. Fleming of Pittsburg, Pa., has the highest average of all in the amateur class. This is an honor that is complimentary to every amateur, and particularly gratifying to the Peters Cartridge Company as Mr. Fleming shot the factory loaded shells of their manufacture.

♣

J. B. Hooper, for some fourteen years with the Humason & Beckley Mfg. Co., also with Pauls Bros. and the Cattaraugus Cutlery Co., a total of twenty-one years on Chambers Street, and W. C. Gilbert, who has had experience in retail Hardware, both in Bermuda, and later with the Manhattan Hardware & Bicycle Co., of this city, have formed a co-partnership and are about to open a store at 307 Eighth Avenue, between 25th and 26th Streets. The new firm expects to be ready for business about February 16th.

♣

As trustee under a mortgage given by the Buckley-Hart Mfg. Co., for the benefit of their creditors, the Detroit Trust Company, Detroit, Mich., are offering for sale their entire properties, consisting of lathes of various descriptions, Cleveland Automatic Machines, power machinery, tools, also the patents, patterns and good will; in fact everything pertaining to each of several interesting and profitable lines of Hardware specialties. The Buckley-Hart Mfg. Company were large manufacturers of lawn sprinklers and other hose articles, mail boxes, stove pipe shelves, sanitary supplies, brackets, also billiard table accessories and cue locks. This sale will afford manufacturers an opportunity to add to their line of products something of an attractive character at a price possibly nominal. Action should be taken without delay if interested.

♣

The fourth annual meeting of the Kentucky Retail Hardware and Stove Dealers' Association will be held in Louisville, Ky., on March 1st and 2d. Headquarters at Lieder-Krauz Hall. No official programme has been issued.

♣

The capital stock of the Lansing Wheelbarrow Co., Lansing, Mich., has been increased to $665,000, this increase being for the purpose of extending their operations in Arkansas, where they are lumbering an extensive tract of timber.

♣

It was a Boston newspaper which made its dramatic critic say, "The toast for Irving, like the toast for olives, must be cut elevated." What the critic wrote was:—"The taste for Irving, like the taste for olives, must be cultivated."

Subscribers should be on their guard against a peripatetic person called F. Rosenberger, says our British contemporary, *The Ironmonger*. After carrying on operations in Belgium, he was lately trading in Amsterdam as the "Continental Trading Stores," but now he seems to have returned to the town of Remscheid, in his native Germany. A few months ago Herr Rosenberger wrote to one of our subscribers (and he has probably sent similar communications to many others), offering for sale electric lamps, mechanical toys, and other novelties. Our subscriber ordered two gross 4½-volt pocket flashlights, and on August 31 he sent a cheque for 9*l.* 15*s.* 5*d.*, as payment in advance. He received neither goods nor acknowledgement until September 9, when, in answer to his threat to stop payment of the cheque, a telegram came from Amsterdam: "It's all right; goods three days going." The cheque was cleared, but no goods came, and on September 18 a telegram sent by our subscriber to the "Continental Trading Stores" asking whether the lamps had been despatched, was returned by the post-office "owing to the addressee having left for Alleestrasse, Remscheid, Germany.

Towards the middle of September our subscriber's heart was gladdened by the receipt, from Amsterdam, of two parcels. But (alas for the vanity of anticipations!) they contained "a miscellaneous assortment of damaged lamps with no globes, bulbs, or batteries." Our long-suffering subscriber once more wrote to the "Continental Trading Stores," who replied that they would "take up the claim with the Dutch Railway." But the Dutch Railway moves exceedingly slow, much slower than does Herr Rosenberger, who, masking his retreat from Amsterdam by carrying on a dilatory correspondence, folded his tent like the Arabs and silently stole away to the Alleestrasse in Remscheid. In that haven, appropriately reminiscent of Mr. Sloper, Herr Rosenberg is probably laying plans for a fresh descent upon our shores. He, no doubt, appreciates Mr. Chamberlain's saying that Britain is the dustheap of the world, and he finds it paying work to rake it for stray cheques.

TENTH ANNUAL DINNER ST. JOHN HARDWARE & IRON ASSOCIATION

The tenth annual dinner of the St. John Hardware & Iron Association was held at the Union Club, St. John, N. B., on Jan. 20th. The tables were decorated in red, white and blue and the menu card was handsomely ornamented with illustrations of the leading specialties of the business. The officers of the association are: President, A. M. Rowan; vice-president, John Keeffe; secretary-treasurer, John J. Barry; directors, W. H. Thorne, Thomas McAvity, R. B. Emerson; dinner committee, A. M. Rowan John J. Barry, J. A. McAvity, J. P. McIntyre.

THE WEATHER IN CORNING, N. Y.

Often there has been some doubt cast upon the weather reports when the several thermometers of the ordinary kind failed to agree upon inspections; but D. F. Fero, of Corning, N. Y., has recently been armed and equipped for the meteorological business by adding to his facilities a Helios-Upton Recording Thermometer No. 200, which does its own registering automatically, and whose records are so complete there is no "going behind the returns." The remarkably cold weather with which Corning was struggling in January by the aid of the No. 200 is no longer regarded in the light of "hearsay" evidence, but has become local history, with a record for every hour in the 24; and it is claimed by the oldest inhabitant that the weather chart of Mr. Fero is such a complete and compact arrangement, containing as it does, the record of the remarkable weather of January 4th and 5th, 1904, it will prove most forceful evidence to back up the narrator who ventures to refer to the "fearfully cold January of 1904."

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HARDWARE

VOL. XXVIII. FEBRUARY 10, 1904. NO. 9

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

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The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

Complaint is made by jobbers that orders for immediate shipment are not as frequent as they would like, but orders for future delivery that would indicate the successful character of the Spring demands are so far extremely encouraging, and respond to the sanguine convictions so freely entertained about the coming season's business. The natural and regular channels of trade, it is evident, will be kept fully employed, and the dealer has no fear of carrying his ensign at half-mast. The old fashioned winter weather we have been having for some time has had the effect of clearing out quite thoroughly the stocks of skates, ice creepers, sidewalk cleaners, snow shovels, etc , held by the wholesalers and retailers, so that the manufacturers of these prime seasonable goods may look forward to a demand next winter they can safely make preparations for. The present season has certainly been a favorable one for the Hardware trade, as the continued Arctic temperature has made increased conditions of comfort very desirable, so that from door springs to weather strips and a lot more of Hardware prerequisites have supplied "long felt wants" that in previous winters were "given the go-by."

The Iron and Steel markets, which in their fluctuations have acted on the industrial pulse as though feverish conditions were prevailing, will shortly become settled in their divergences and become convalescent as to clinical symptoms. The markets are considered srfely steady, for the acquisition of material and goods will have to be produced for orders already booked in order to deliver on time and avoid congested conditions. Present conditions are not regarded as favorable for speculative delays and it looks to an ordinary observer that "the man who hesitates is lost."

With cotton quoted at prices the highest in thirty years, and wheat already sold at a dollar a bushel, the agriculturist is loaning his hoarded wealth for mercantile progression at fair rates of interest, instead of paying the moneyed institutions excessive advances to move crops that frequently found the profits difficult to estimate, among the undigested results of a tangle of transportation and commission charges.

The Hardware retailers throughout the country at the present time are having their innings, for in nearly all the States blest by the organization of a State Retail Hardware Dealers Association, they are meeting in Conventions and participating in that community of interests that cannot do otherwise than benefit the dealers who are thus wisely adding to their knowledge of how business can be safely conducted under harmonious influences; in which envy, jealousy and selfishness are advised to retire to the rear, as being founded upon incorrect business principles that are no longer in vogue. Our grandfathers, could they "revisit the glimpses of the moon" and commune with their descendants, would surely think the millenneum had arrived; to see in one family circle, as it were, talking over their differences and throwing oil on the troubled waters of general traffic, the manufacturers, jobbers and retailers; all attending officially or unofficially at the various trade conventions, meeting adverse criticism with smiles, and promoting the reforms in business methods suggested by the retailer as a starting point; who, holding the balance of power, enforces his views by admirable addresses, interesting suggestions or encouraging promises for the future in the interest of reform.

INTERESTING EXPORT STATISTICS.

Iron and steel exports during the month of December, for which the Department of Commerce and Labor, through its Bureau of Statistics, has just presented complete figures, show an increase of $1,597,938, compared with December of the preceding year. This increase, while distributed through a wide range of articles, is found especially in steel rails and locomotives. The total value of steel rails exported in December, 1903, was $203,741, against $21,216 in December, 1902; and of locomotives, $504,684, against $181,571 in December, 1902. Pipes and fittings show an increase of over 100 thousand dollars, the total exports for December, 1903, being $572,991, against $470,425 in December of the preceding year. Wire shows an increase of about 150 thousand dollars, the total exports in December, 1903, being $483,052, against $336,982 in December, 1902. Sewing machines show an increase of about 130 thousand dollars, the total for December, 1903, being $542,661, against $410,633 in December, 1902. Typewriters show an increase of about 115 thousand dollars, the total for December, 1903, being $442,078, against $327,476 in December, 1902. Builders' Hardware shows an increase of nearly 100 thousand dollars, the total for December, 1903, being $1,110,017, against $1,024,813 in December a year ago. Metal-working machinery also shows an increase of about 150 thousand dollars, the total for December, 1903, being $418,828, against $268,482 in December, 1902.

Considering the iron and steel exports in the entire year, the total for 1903 is $99,036,697, against $97,892,036, the total increase having thus occurred in the month of December. Comparing the detailed figures for the entire year with those of 1902, exports of pipes and fittings show an increase of about 800 thousand dollars, the total for 1903 being $5,919,340, against $5,107,183 in 1902. Typewriters show an increase of nearly one million dollars, the total for 1903 being $4,537,396, against $3,575,909 in 1902.

Locomotives for the entire year show a decrease of nearly 900 thousand dollars, the total for 1903 being $3,099,521, against $3,966,007 in 1902. Sewing machines in 1903 showed exports aggregating $5,340,474, against $4,606,794 in the preceding year. Exports of Builders' Hardware in 1903 were $12,141,058, against $11,320,765 in 1902. Electrical machi-

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nery shows a reduction in exports during 1903 of about 830 thousand dollars, the total for 1903 being $5,104,502, against $5,937,643 in 1902; while metal-working machinery shows an increase of about a half million dollars, the total exports for 1903 being $3,316,088, against $2,863,709 in 1902. Steel rail exports show a decrease of nearly a million dollars for the entire year, the total for 1903 being $937,779, against $1,902,396 in 1902.

In imports of iron and steel the figures of December show a marked decrease as compared with December, 1902, the total value of all iron and steel imported, excepting ore, being in December, 1903, $1,739,486, against $4,701,865 in December, 1902. This decrease is largely in pig iron, of which the importations in December, 1903, were $307,989, against $1,940,802 in December, 1902. Ingots, blooms, and bars also show a decrease, the total for December, 1903, being $113,022, against $682,166 in December of the preceding year; while imports of tin plates in December, 1903, were $157,110, against $419,995 in December, 1902. Machinery showed a total importation in December, 1903, of $236,715 against $398,940 in December, 1902, For the entire year the figures of imports show little change as compared with last year, the total of all iron and steel imported in 1903 being $41,253,333, against $41,468,826 in 1902.

Total exports of iron and steel, December:

1903	$9,353,950
1902	7,756,012
Increase	$1,597,938

Total exports of iron and steel for calendar year:

1903	$99,036,697
1902	97,892,036
Increase	$1,144,661

Total imports of iron and steel, December:

1903	$1,739,486
1902	4,701,865
Decrease	2,962,379

Total imports of iron and steel for calendar year:

1903	$41,253,333
1902	41,468,826
Decrease	$215,493

COMMERCE WITH HAWAII AND PORTO RICO.

The value of the merchandise passing out of the ports of continental United States in 1903 was more than a billion and a half of dollars. While the figures issued by the Department of Commerce and Labor through its Bureau of Statistics show "total exports" of $1,484,681,995, they do not include the shipments from the United States to Hawaii or Porto Rico, and if these were added they would bring the grand total to over a billion and a half dollars.

While the omission of the shipments to Porto Rico and Hawaii from the grand total of exports is fully justified by the fact that those islands are now customs districts of the United States, it is proper to include those shipments with the total of exports in considering the growth of the export trade during recent years, since prior to 1900 the imports from and exports to the Hawaiian Islands were included in the statement of foreign commerce of the United States, and that this was also true with reference to the imports from and exports to Porto Rico down to July 1, 1901. Since those dates, however, the commerce with those islands has not been included in the statements of foreign commerce, but stated separately by the Bureau of Statistics in a group of tables showing the commerce between the United States and its noncontiguous territory. Commerce with the Philippine Islands, Guam, Tutuila, etc., which have not yet been made customs districts of the United States, is still retained by the Bureau of Statistics in its totals of foreign commerce, though the details are separately stated in the group of noncontiguous territories above referred to, as are also the detailed figures of trade with Alaska.

Any attempt to compare the export figures of 1903 with those of years prior to the year 1900 for the purpose of determining the growth or percentage of growth would, for the reasons above named, require the inclusion of the figures of the shipments to Porto Rico and Hawaii in 1903. They are, respectively, to Porto Rico, $11,819,895, and to Hawaii, $11,812,142, or a total of $23,632,037. Adding this to the total of exports to foreign countries in that year, given by the Bureau of Statistics as $1,484,681,995, would bring the grand total to $1,508,314,032, the sum necessary to be used for comparative purposes in stating the growth of our export trade as compared with the years prior to 1900.

Turning to the import figures and adopting the same plan of including the merchandise received from Hawaii and Porto Rico, the figures for 1903 exceed one billion dollars for the first time in any calendar year. From Porto Rico the value of merchandise received into the United States in 1903 was $10,152,923, and from Hawaii $29,519,731, and those, added to the imports from foreign countries in that year, bring the total merchandise received into the ports of the United States in 1903 up to $1,035,119,829.

The necessity of including the figures of merchandise received from Hawaii and Porto Rico in attempting to compare the growth of importations is identical with that above outlined with reference to exports, all import figures prior to 1900 having included the merchandise received from Hawaii and Porto Rico.

DEATH OF EDGAR UNDERHILL.

Edgar Underhill, of Underhill, Clinch & Co., 94 Chambers Street, New York, died at his home, 170 West Seventy-sixth Street, Saturday, January 23. Death came as a surprice to his many friends in the Hardware trade, for few knew of his illness. Mr. Underhill was born in Yonkers, N. Y., September 21, 1840, but moved to New York City when a child, and lived there continuously. He was a lineal descendant of Capt. John Underhill, who landed in Boston in 1630, and subsequently commanded the Dutch troops. John Underhill moved to Oyster Bay, Long Island, and settled on a farm, which is still in the Underhill family. Nathaniel, one of the sons of Captain John, settled in Westchester in the Bronx, and Edgar was a descendant of what is known as the Westchester branch. His father was David Hunt Underhill, and his mother Harriet Underhill. Edgar Underhill's family consisted of his wife, son, Frederic E., and daughter, Florence. His attachment to the family and home were marked traits, and in the Hardware Club, of which he was an esteemed member, being one of the early (1893) members, it was a daily scene for father and son to dine together, frequently with friends. Of a natural hopeful and genial disposition, the strictest integrity characterized every transaction of his extensive business. Mr. Underhill began his business life with Paul C. Coffin, a well-known Hardware merchant, and later entered the employ of William F. Hyatt, with whom he was assocated until 1876, when a partnership was formed with Oscar A. Spencer, under the firm name of Spencer & Underhill, which firm was succeeded in 1884 by Underhill, Clinch & Co., composed of Edgar Underhill, Alfred D. Clinch and William W. Glover. Mr. Clinch and Mr. Glover were employees of Spencer & Underhill, Mr. Clinch since 1877 and Mr. Glover since 1876. In 1900 Mr. Underhill's son, Frederic E., entered the firm, and in 1902 Mr. Glover retired. Mr. Underhill was intensely American in all his characteristics, fully imbued with the deepest interest for everything that pertained to the history and welfare of his devoted country. He was blessed with a love of the domesticity of his home, was possessed of generous impulses, giving charity unostentatiously, his left hand never knowing what his right hand dispensed; a Republican in politics and an Episcopalian in religion. He was a member of the Sons of the Revolution, Society of Colonial Wars, Society of War of 1812, Veteran Corps of Artillery, New York Historical Society and Metropolitan Museum of Art. The funeral services were held in the family home, New York, January 26, the interment being in Sleepy Hollow Cemetery, Tarrytown, N. Y.

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INTELLECTUAL LIBERTY.

I do not know what inventions are in the brain of the future; I do not know what garments of glory may be woven for the world in the loom of the great ocean of discovery; I do not know what science will do for us. I do know that science did just take a handful of sand and make the telescope, and with it read the starry leaves of heaven; I know that science took the thunderbolts from the hands of Jupiter, and now the electric spark, freighted with thought and love, flashes under the waves of the sea; I know that science stole a tear from the cheek of unpaid labor, converted it into steam, and so created a giant that turns with tireless arms the countless wheels of toil; I know that science broke the chains from the human limbs and gave us instead the forces of nature for our slaves; I know that we have made the attraction of gravitation work for us; we have made the lightnings our messengers; we have taken advantage of fire and flames and wind and sea; these slaves have no backs to be whipped; they have no children to be stolen, no cradles to be violated. I know that science has given us better pictures and better books; I know it has given us better wives and better husbands, and more beautiful children. I know it has enriched a thousand-fold our lives; and for that reason I am in favor of intellectual liberty.—ROBERT G. INGERSOLL.

CONVENTION PROGRAMME FOR MEETING OF IOWA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Iowa Retail Hardware Dealers' Association this year present their most attractive programme with the hope and expectation of bringing every Hardware dealer in the State within the fold.

WEDNESDAY MORNING SESSION, FEBRUARY 10, 10:00 A. M. ..

Meeting of Executive Committee of Hardware Association.

11:00 A. M.

Meeting of Directors of Insurance Association.

WEDNESDAY AFTERNOON SESSION, 2:00 P. M.

Organization.
Enrollment of Members.
Payment of Dues.
President's Address.
Appointment of Committees:—Constitution and By-Laws, Resolutions, Question Box, Legislative, Auditing, Nominating.
Report of Secretary.
Report of Treasurer.
Question Box.

THURSDAY MORNING SESSION, FEBRUARY 11, 9:00 TO 10:30 A. M.

Executive Session, Members Only.
"Talk," by M. L. Corey, Secretary National Retail Hardware Dealers' Association.
Discussion.

10:30 A. M., OPEN SESSION.

Paper—"Credits," Frank R. Currie, Mason City
Discussion.
Paper—"Why Field Fencing Should be Handled by Hardware Dealers," L. A. Gnam, Carroll.
Discussion.
Paper—"Stoves: Shall We Let This Department of our Business Go Into the Hands of the Installment Houses?" Walter C. Baumgartner, Dubuque.
Discussion.
Paper—"Paints: Why This Business Belongs to the Hardware Dealer," G. L. Miles, Grinnell.
Discussion.
Question Box.

THURSDAY, FEBRUARY 11, 2:00 P. M.

Address—"Mutual Insurance," by Hon. A. T. Stebbins, Director of Minnesota Hardware Mutual Insurance Association, and Treasurer of the National Hardware Dealers' Association, Rochester, Minn.
Vice-President L. Lindenberg of Dubuque will make a report of our Insurance Association work to date.
Paper—"How to Make the Field and Garden Seed Department of Your Business Profitable," C. E. Haas, Le Mars.
Discussion.
Paper—"Can Furnaces Be Successfully Handled in a Hardware Store?" J. F. Doty, West Liberty.
Discussion.
Question Box.

A banquet will be tendered in the evening by the Des Moines Hardware and Implement Jobbers and Manufacturers Governor Cummins is expected to be present.

FRIDAY, FEBRUARY 12, 9 A. M.

Paper—"Heating and Plumbing."
Discussion.
Paper—"Hardware and Harness," J. D. James, Storm Lake.
Discussion.
Paper—"Hay Tools in a Hardware Store," F. W. Woodruff, Correctionville.
"Talk," M. L. Corey, Secretary National Association.
Report of Committees.
Election of Officers.
Adjournment.

FRIDAY, FEBRUARY 12, 2:30 P. M.

Meeting of Executive Committee of Hardware Association and Insurance Association at the Kirkwood Hotel for the purpose of cleaning up unfinished business of the convention and planning a vigorous campaign for 1904.

MISSOURI RETAIL STOVE AND HARDWARE DEALERS' ASSOCIATION.

The sixth annual meeting of the Missouri Retail Stove and Hardware Dealers' Association will be held in St. Louis, Mo., February 23d and 24th, 1904, at Athletic Club Hall, Fourth and Washington Avenue. The programme to be carried out, subject to transposition, is as follows:

9.30 A. M., FEB. 23D.

Call to order. Roll call.
Address of Welcome—R. H. Meyer, President St. Louis Retail Hardware Association.
Response—Taylor Frier, President of Association.
Appointment of Committees on Press, Resolutions, etc.
Recess for admission of new members, payment of dues and becoming acquainted.
Short addresses by the representatives of the press and trade interests.
Annual address—President Taylor Frier, Louisiana, Mo.
Annual Report—Secretary Fredk. Neudorff.
Report Executive Committee—W. T. Shoop, Chairman, Richmond, Mo.
Discussion and action on reports.

Lunch.

1.30 P. M., FEB. 23D.

Paper—"Successful Advertising"—O. W. Johnston, Marshall, Mo.
Discussion.
Symposium of Experiences with Stove Troubles, presented in papers, letters and short talks by all members and reliefs suggested by stove manufacturers present.
Discussion.
"Value of Missouri Garnishment Law"—M. A. Wengert, Kansas City, Mo.
Discussion.
Paper—"How Best to Meet Department Store and Catalouge House Competition"—E. A. Demeter, Macon, Mo.
Discussion.
Address—Work Done by National Association—M. L. Corey, Argos, Ind., Secretary National Retail Hardware Association.
"Status of Mutual Fire Insurance as Affecting Our Association"—Fredk. Neudoerff, St. Joseph, Mo.
Adjournment.

8.00 P. M., FEB. 23D.

Banquet and reception to the Association under auspices of St. Louis Retail Hardware Dealers' Association.

9.30 A. M., FEB. 24TH.

Discussion of insurance matter and formation of the company.
General discussion all topics.
Presentation of reports of committees.
Election of officers.
Appointment of standing committees.
Selection of place for next annual meeting.
Adjournment.

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RECENT TRADE PUBLICATIONS.

WHITE, VAN GLAHN & Co., 15-17 Chatham Square, and 49 East 42d Street, New York, in November, 1903, issued their catalogue No. 26, included in the contents of which are the J. B. Addis & Sons' carving tools, for which they are sole agents in the United States; J. H. White files and rasps; the genuine French Riffler rasps; India, Washita and Arkansas Oil Stones; carriage clamps and sloyd knives. Beside the above, White, Van Glahn & Co. handle mechanics' tools of all kinds, Builders' Hardware, pocket and table cutlery, supplies for factories, mills contractors and railroads; nails, bolts, screws, rivets, glue, sand paper, etc., etc., in fact, anything and everything in the line of Hardware, Cutlery and Tools. In the above-mentioned catalogue is given a very extensive chart which folds up to the size of booklet, illustrating the sweep of carving tools up to 1 inch, which will be found valuable in making up orders for these goods. They carry in stock tools Nos. 1 to 6 up to 2 inch; Nos. 7 to 8 up to 1½ inch; Nos. 9 to 20 up to 1¼ inch; Nos. 21 to 45 up to 1 inch. For further information, address the above firm.

DEMERITT & PALMER PACKING Co., Waterbury, Vt., have recently issued, among their advertising matter, a small envelope size circular and a large four page folder, devoted entirely to the holdfast clothespin which they manufacture, and which they claim is practically indestructible, is perfectly rigid, and also that clothes put on the line with the Hold-Fast can never blow off. The spring is made of galvanized steel wire, and they guarantee them not to injure the most delicate fabric. The company suggest on their folder that a clothespin to be entirely effective must have the gripping strength necessary to hold the article in place adjusted so as not to become impaired by usage or to cause the pin to split or to injure the goods intended to be held to the line by too great pressure on the rope, also that weather conditions should not make it difficult to remove them from the line. They state that it is their belief that the Holdfast combines all of these qualities to a very great degree, and that one trial will convince the most skeptical that what they say is said in a very conservative manner.

FRANK MOSSBERG Co., Attleboro, Mass., have recently issued their 1904 catalogue of wrenches and bells. Their varied and extensive experience in the designing and construction of special tools and dies for this class of work leads them to claim the title of experts, and unsurpassed facilities for sheet metal stampings and punchings of every variety. A machine shop for the manufacture of light special machinery and tools is a department of their business to which they give particular attention, making a specialty of mechanical development of experimental machinery. In recognition of a growing demand for a special finish on wrenches, they have adopted a special mottled finish which presents a surface with variable shades. They supply their Nos. 1 and 2 Sterling, 10 and 11 Diamond, 15 Alderman and No. 25 Eaglet, with mottled finish at same price as nickel plated.

CALDWELL MFG. Co., Rochester, N. Y., have issued a very attractive catalogue, included in the contents of which are sash balances, window balances, show case balances, Acme aluminum bronze sash ribbon, Empire side sash lock, Acme casement window fasteners, Empire door holder, Eureka door holder, Acme door and car door stops, Caldwell door holder and door spring, Caldwell screen door check, sink cleaners, rule gauge, Gem nutmeg grater, etc., etc., all of which are illustrated and listed and fully described. The company guarantee that when sashes are carefully weighed and their directions followed for putting them in, the balances will carry sash perfectly, and to replace, at their factory, any broken or imperfect ones for ten years free of charge.

THE FORD AUGER BIT Co., Holyoke, Mass., are sending out a neatly arranged catalogue and price list of their patent bits and augers. The Ford auger bit has been a success since its introduction on account of its patented concave twist, which makes it clear itself in any wood. The fact that all double twist bits then in common use had to be withdrawn in order to remove chips was a great drawback, and this advantage of their patented single twist bit was immediately recognized by all progressive carpenters and mechanics. Since that time the Ford people state that they have been constantly striving to improve their goods, and now they claim them fully warranted superior to any other style on the market for all kinds of work. Each bit is forged from the best quality of crucible cast steel under heavy trip hammer blows, which process makes the grain of steel finer and tougher, thus insuring a stronger and better tool than can be made by the ordinary process of twisting. The catalogue contains illustrations, descriptions and list prices of auger bits, ship auger bits, car bits, ship auger car bits, ship augers, ring ship augers, machine bits, ship auger car machine bits, boring machine augers, screw driver bits and auger bits in sets.

WILLIAMS MANUFACTURING Co., Northampton, Mass., makers of Baskets since 1850, have issued their 1904 catalogue of very fine appearance both inside and out. The illustrations, of which the book is full, are excellent, being half-tone plates made from actual photographs of the baskets themselves, enabling one to obtain a very good idea of many of the different styles of baskets they manufacture. The book is well printed on very fine paper. This is their 55th annual catalogue and the company state that they have endeavored to make it clearer, more attractive and in every way better than its predecessors. During the past year they have purchased many new pieces of machinery and have replaced old machines with modern ones, sparing no expense to better their product and to live up to the enviable reputation they have acquired during the past half century or more. Catalogue may be had for the asking.

COOPER & MCKEE, 113-121 Lorimer Street, Brooklyn, N. Y., are the authors of two exceedingly attractive pamphlets very handsomely presented. One is their 1904 illustrated catalogue of Refrigerators and Ice-Chests, including the New Columbia, Champion, Household, New Domestic Pine Refrigerators and Chests, and several others, illustrating and describing each one in detail. One page is devoted to portraying the application of their "Neptune Insulation" with which their glass-lined and New Columbia Refrigerators are fitted, and also of their patent syphon which is made of heavy cast iron screwed to the bottom of the refrigerator and so balanced that it is always in position. The other of the two catalogues is devoted to their Opalite glass-lined refrigerators, containing 10 pages, on each of which are two illustrations of their very high grade productions. Also they have issued a very tastefully arranged booklet, oblong in shape, having a heavy glazed cover somewhat larger than the pages within, descriptive of their White enameled refrigerators, made of seasoned ash lumber; having Roman gold finish brass Hardware, Neptune hair insulation, removable ice chambers, removable waste pipes, sliding shelves, self retaining casters, automatic syphons, swinging base boards and finished with coach varnish. All measurements given in the booklet are extreme outside, and all refrigerators and chests are double boxed. They do not make any single wall ones. The illustrations throughout each of the above-mentioned books are accompanied by list prices. Catalogues forwarded upon request.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Claim for Damages Against Corporation.

QUESTION: During a snow flurry a man was walking down a very slippery sidewalk. He fell, broke his hip and being 70 years of age will probably be a cripple for life. Has he any claim for damages against corporation to whom this sidewalk belonged?

REPLY: The question of liability of municipal corporations for injuries occasioned by falling on slippery streets or sidewalks, is one on which there have been frequent and conflicting decisions by the courts of the several States. It is well settled in most jurisdictions that a city or village does not become liable merely because the walk or the street is slippery. The mere presence of a coat of ice on the sidewalk, particularly during a snow storm, when it is not to be expected that the sidewalks would be cleared, is not in itself sufficient to create any liability against a municipality. In order to hold a city or village liable in such case, it must be shown that the proper official had notice of the dangerous condition of the street, or that the unsafe condition continued long enough to be notorious. A municipality would not ordinarily be liable for example for not removing ice formed on the day the accident occurred or on the night before, or snow which had fallen within forty-eight hours. The ground of liability in all such cases is the failure of the corporation to exercise due care in removing snow and ice, and a reasonable length of time must always be allowed for the purpose of cleaning the walks or highways and rendering them safe. Whether in any particular case the facts are such as to make it presumable that the city or village had notice of the dangerous condition of the walk and had notice of and time to obviate the dangerous condition of the walk, is ordinarily a question depending on the facts of each particular case, in respect of which no general rule can be laid down. In some States, as Ohio, municipal corporations are held liable for injuries occasioned by snow and ice on sidewalks and highways only under very exceptional circumstances; the general rule being that it is not reasonable to impose on these bodys the duty of clearing away ice and snow. It is well settled at common law and in the absence of statute, that no obligation to repair streets or sidewalks rests upon the adjoining lot owners; but the duty, if it exists, rests solely upon the city or village which maintains the streets.

In considering the state of facts you suggest, it would be a question whether it might not be contributary negligence for a man of seventy years to attempt to walk on a sidewalk which he knew to be of a slippery and dangerous character. Much would depend upon the circumstances of each case and it would be for the jury to determine whether he was in the exercise of due care at the time of the accident. If he was not of course he could obtain no recovery for damages against anybody.

Real Estate—Possession Under Oral Contract to Convey.

QUESTION: I sold a three-acre piece of land to a man for a building place. He said to make out the deed and he would pay me for it. He was not married when we traded. After I sold the land to him he built a house and then married, and went to live on the place, and has been living there over two years. He has not paid for the land yet, and does not speak of paying for it now. I wrote out the deed soon after we traded, and have spoken to him about it several times. I pay all the taxes on the land yet. Can he hold it or any part of it, by possession for any length of time by law? Please let me know what to do in the case.

REPLY: We are of the opinion, from the statement contained in your letter, that if you did not deliver the deed to your proposed grantee you can treat him as a tenant at will, and upon due notice to him to deliver up the premises to you, you may bring an action of ejectment. You can also bring an action for rent of the premises for the time that he occupied the same. But if you did deliver the deed to him he obtained a title by reason of such delivery, and you cannot, unless there was fraud connected with the transaction (which, from your statement, does not appear to be the case), set aside the conveyance. If he claims adversely to you, he would obtain a prescriptive right after twenty years' possession. It was your duty to see that you were secured for the amount of the purchase price before you delivered the deed to your grantee. You should have taken a purchase money mortgage on the property. We would advise you to have your grantee and his wife sign a mortgage to you for the amount agreed upon as the purchase price, less any payments which may have been made. If you have received a purchase money mortgage when you delivered the deed, the wife's signature would not be necessary as her dower right would only be subject to this mortgage; but if a mortgage is now made, unless the wife signs the mortgage, you, as mortgagee, would come in only subject to the wife's dower. As to the taxes, it was your folly to pay them. Considering all the circumstances, we think the best plan for you to pursue to obtain both purchase price and interest, and the amount of taxes paid by you, would be to sue your grantee, obtain judgment and levy an execution against the property.

Insurance—Suicide—Limiting Recovery.

In a case recently decided by Judge Phillips in the United States District Court at Kansas City, suit was brought to recover upon a policy of life insurance for $5,000, which contained a clause stipulating that only $500 should be recovered in case of the suicide of the insured. The court held in this case (that of one Whitfield, who killed himself) that although the statutes of Missouri provided that insurance companies may not make suicide a defense in refusing to pay a policy, yet inasmuch as the pleading of the contract voluntarily entered into by the parties went merely to the question of the amount of the recovery and not to defeat it, the plaintiff was only entitled to recover the sum of $500.

False Pretenses—Accident—Statement.

In the case of The Commonwealth vs. Benton, recently decided by the Supreme Judicial Court of Massachusetts, it appeared that a passenger on a railroad train received substantial injuries for which the railroad company admitted its liability. The passenger, in order to defraud the company, made a false statement of fact as to the cause and the extent of his injuries, knowing such statement to be false, and the railroad, in reliance upon the statement, paid him a sum of money in settlement of his claim for damages. The court held that the passenger was guilty of obtaining money under false pretenses, and that in a prosecution for that offense it was not error for the court to refuse to submit to the jury the question what he would have been entitled to for the injuries in fact received by him, such question not being material to the issue. The court ruled that it was no defense to a prosecution for false pretenses that the passenger was in fact substantially injured in the collision, when false statements of fact as distinguished from statements of opinion as to the extent of the injury were made with intent to defraud and a settlement by the railroad company was induced thereby.

FOR SHAME TO CRY BAD TIMES, FOR SHAME!

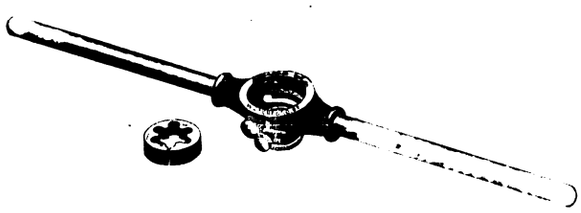
Aggregate wealth of the country, one hundred thousand million, or one hundred billion; see it in figures: $100,000,000,000. The capita wealth is $1,245.00 for each man, woman and child on the soil. The country's export will go over $1,400,000,000. Total deposits in American savings banks, $3,000,000,000, three thousand million. Bank clearings in 1903 were one hundred and fourteen thousand millions. The wealth of the country is more equally distributed between the people, and more equally distributed as to territory than ever before. There are plenty of places west of the Mississippi full of money, that would not know what Wall Street was unless some one told them. Down with the pessimist. Down with the coward. Down with the discontented, the lazy, the shiftless, thriftless, and wave this flag for the brave, the worker, the industrious, the saving man, the thrifty woman,—pitch in, work hard, and destiny will be on your side.—JOHN A. WALKER, in *Graphite*.

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NEW GOODS AND SPECIALTIES.

HOLROYD'S FORK STEM, STOCKS AND DIES.

Holroyd & Co., Waterford, N. Y., are the manufacturers of the useful Stock and Dies which we illustrate in this article, designed for threading thin steel tubing and other bicycle work. It is also especially adapted for threading thin brass tubing. It is made in 23-inch holder, with 2 inch diameter by ⅝-inch thick, round adjustable die threading 1 inch, 24

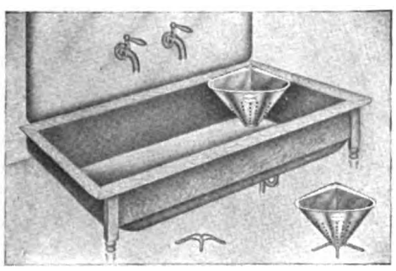


HOLROYD'S FORK STEM, STOCK AND DIES.

and 1-inch guide. Extra dies are also made for possible service, and also for bicycle work and standard bolts. Write for recently issued catalogue of stocks and dies and other threading tools.

VROOMAN SANITARY SINK STRAINER.

We illustrate herewith, showing its manner of application, a popular kitchen appliance manufactured by F. H. & E. B. Vrooman, 225 Dearborn Street, Chicago, which is made from plain or japanned tin, and is placed upon the market through the Hardware and housefurnishing goods trade. It is a receptacle designed to receive the waste material that was formerly permitted to accumulate in a kitchen sink,



VROOMAN SANITARY SINK STRAINER.

which is now confined to this strainer. Through holes in its front and bottom, water and other liquids flow from it into the sink, there to be drained off in the pipes, and the sink is thus kept free from filth. The contents of the strainer at any and all times can be readily removed and thrown in the refuse barrel for final disposition. An appliance so healthful in its application and results should form an evolution in kitchen economy, and we can readily understand why its sale is a large one.

CLARK & HORROCK'S NEW CASTING RODS.

To meet an increasing demand for shorter rods for Bass fishing, which every succeeding year is becoming more popular, Clark, Horrocks & Company, the fishing tackle manufacturers of Utica, N. Y., have brought out a number of new

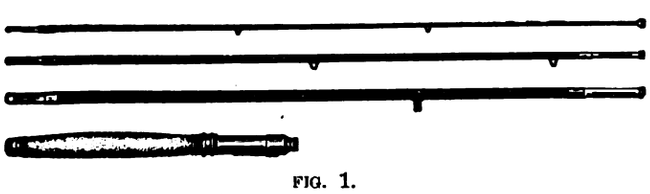


FIG. 1.

patterns which we illustrate in the course of this article. By making these rods with the detachable grasp and three joints, a very compact short rod is had. We illustrate below a few of these patterns. As shown above in Fig. 1, No. 875D has three joints, and a detachable cork grasp. This rod is made from the very best Lancewood with light color finish, is closely wound with silk and has solid nickel mountings with reinforced ferrules. It is claimed to be in every way a first-class rod and is designed to be retailed for $3.50. Fig 2, No. 873D is a new casting rod made from yellow Lancewood with

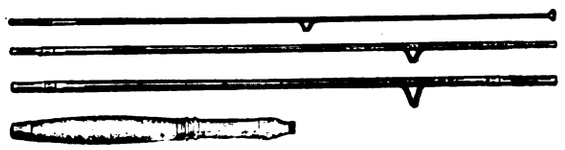


FIG. 2.

detachable cork grasp and mounted with large casting guides, and is intended for a leader at $2.00. No. 871, not illustrated, is the same style rod as above, but made in three joints without detachable grasp and can be retailed as low as $1.25.



FIG. 3.

To meet the demand for a low-priced well made casting rod, Clark, Horrocks & Company, have brought out their new No. 270 as shown above which is made from Calcutta Bamboo, having the large casting guides and runs in length from 4½ to 5½ feet and retails at $.85. The above illustrations are only a few of the extensive line of rods that are manufactured by this concern, who will be pleased to send their catalogue on request.

BATAVIA IMPROVED CLAMPS.

Batavia Clamp Co., Batavia, N. Y., who are the manufacturers of the large line of Colts Quick Adjusting Self-Locking Clamps that have been before the Hardware trade for many years, have recently greatly improved their production of these popular specialties, adding in some cases clamps for special uses which have been demanded by the trade. Mr. Colt, the inventor of these labor saving appliances, is continually adding to the efficiency of these clamps by improvements carefully guarded by patents. The principle used in the construction is the eccentric lever where the pressure is applied instantly, directly and efficiently, thus avoiding the liability of displacing the work occasioned by turning a slow-

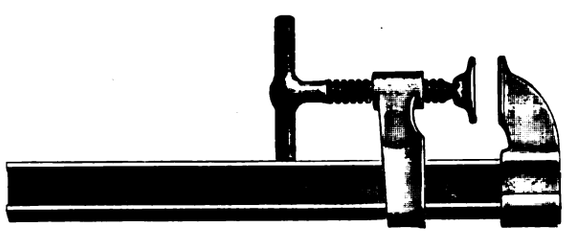


FIG. 1.

ly moving screw. Fig. 1 represents the "U Bar" clamp which is made of the best Bessemer steel plate pressed into U form while cold, which process stiffens the bar. It has a fixed head supporting an eccentric lever, and a movable jaw which has a strong fixed tongue pressing an the back of the U bar, making a broad strong grip. The eccentric lever gives instant action, and the tongue holds the jaw so firmly that continued jarring, it is claimed, will not loosen the clamp, and the U shape greatly increases the strength of the bar. Fig. 2 shows the Batavia Finishing Clamp, which has

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a flanged steel bar with a fixed jaw and a movable head with bar hand screw operating an adjustable button. The movable head is equipped with a double locking device that has advantages over the fixed head on some kinds of work. It is

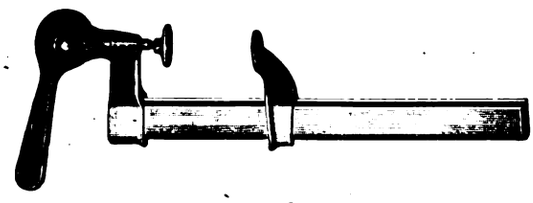


FIG. 2.

claimed that it will not loosen its grip even under the continuous stroke of the hammer, and having a smooth end there is



FIG. 3.

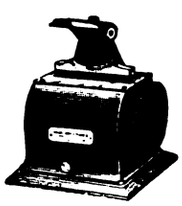
nothing to prevent the use of the auger or brace bit as it is well adapted to general wood work. No. 3 illustrates the Manufacturers' and Builders' Steel Bar Vise Clamp. This clamp is recommended for use to all manufacturers of wood requiring a strong clamp for wide work. The flanged steel bar has a fixed head supporting a strong crank steel screw operating a vice jaw, and the improved movable jaw. There is no slack to take up as in case of notches or holes which are apt to weaken the bar, the jaw being held firmly by its compound grip. Placing the face of the clamp on the work prevents springing or buckling under extreme pressure. It can be made any length desired.

DEFIANCE DRAFT AND CHECK PROTECTOR.

The Crown Stationery Company, 60 Wabash Avanue, Chicago, Ill., are manufacturing the Improved Defiance Draft and Check Protector of which we give an illustration herewith. It is a novel and ingenious specialty which appeals strongly to every man who owns a bank account. It is a perfect insurance against check raisers as it prints with indelible acid proof ink a line similar to this across every check.

NOT OVER ONE HUNDRED DOLLARS $100

The method of limiting the value of one's signature to the



DEFIANCE DRAFT AND CHECK PROTECTOR.

amount written infallibly prevents the raising of the check in the manner by which it is usually accomplished, making the check at the same time assume a more businesslike appearance. It is a very simple machine to manipulate, only two movements necessary—the setting of the dial and a light blow with the palm of the hand. Protection is not only afforded by printing with indelible ink across the face of the check but also by the embossing of the amount on the back. The machine forces the ink into the body of the paper by breaking the fibre but not destroying the document, making it impossible to remove the ink or make alterations. A bottle of indelible ink is furnished with every machine. It is stated that this method of protecting checks and drafts has been adopted by the U. S. Treasury Department, the Bank of Montreal and its numerous branches throughout Canada, as well as Banks, Merchants and Manufacturers everywhere.

THE X-RADIUM HEATER.

Novelty Mfg. Company, Jackson, Mich., are placing upon the market the novel heater shown in the accompanying cuts. It consists of two parts: the heating pad filled with X-Rad-



FIG. 1.—THE X-RADIUM HEATER.

ium, shown in Fig. 2, and the stamped steel bowl-shaped stand, Fig. 3, having an asbestos mat in the bottom, in which the X-Radium pad is placed after being heated. X-Radium is referred to as a substance possessing a natural affinity for the concentration of heat and as quickly gathering to itself the heat rays in apparently unlimited volume and retaining them for a long time. The pad is placed on a stove or range while

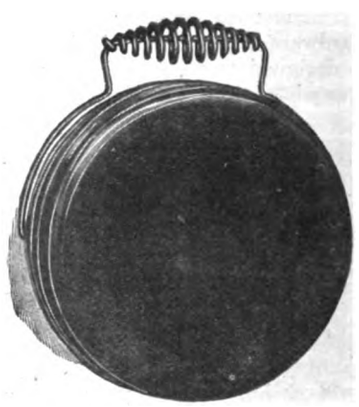


FIG. 2.—HEATING PAD.

the meal is being prepared. It is stated that the amount of heat which the pad will absorb in 20 minutes will be enough to keep coffee, etc., hot for two hours. It is also used for keeping hot vegetables, meats, pancakes, waffles, etc. Both

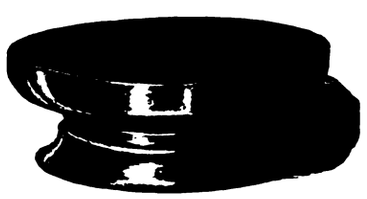


FIG. 3.—BOWL SHAPED STAND.

parts of the heater are finely finished, polished and heavily nickel plated, making a handsome and ornamental addition to a dining room equipment. It is pointed out that wherever a hot water bag is used the heater can take its place and give better results, as it is easy to handle, gives a greater volume of heat, retains it longer and can be heated to give a certain degree of temperature. The heater may also be used to advantage as a foot warmer.

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STEVENS NEW LINE OF SINGLE BARREL GUNS.

J. Stevens Arms & Tool Company, Chicopee Falls, Mass., are placing on the market for 1904 through the Hardware and Sporting Goods trade, an entirely new line of Single Barrel Hammer Guns, in addition to their Hammerless Guns, which will be known as the Nos. 105, 115 and 125. We give illustrations in this article of the No. 105 and No. 125. These guns will have drop forged frames, spiral main springs, and extra heavy lug, specially attached; making them more safe, it is claimed than any other single barrel guns, for the use of heavy loads of Nitro powder. They will have also an extra wide extractor and patent snap fore end. The No. 107 will be the same as the No. 105, as illustrated, with the exception that it will be an ejector. The No. 115 will have the same action as the No. 105, but with the addition of an ejector and a checked fore end, and also checked and capped pistol grip. It will have the same general appearance of the No. 125 illustrated herewith. The No. 125 will be made in 20 and 28 gauges only, 26 and 28 inch barrels, with a small frame and shooter stock and is designed for a high grade ladies' and boys' gun, weighing 5¾ pounds, and listing at $12. All the Stevens branded guns for 1904 will have drop forged frames.



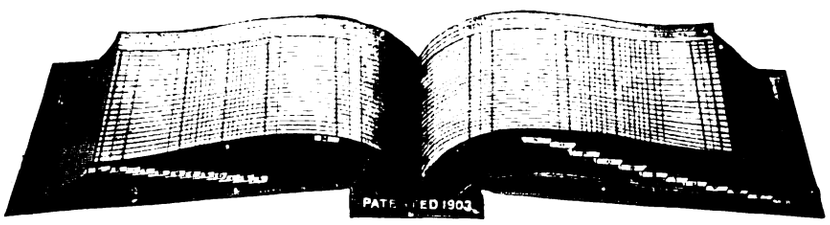
NO. 105.



NO. 125.

MOORE'S PATENT LOOSE LEAF LEDGER.

John C. Moore, Rochester, N. Y., among a number of stationery specialties indicating modern methods, are the manufacturers of the Loose Leaf Ledger, the unique features of which are shown in the illustration herewith. It is claimed for this advanced method of keeping accounts that it is superior to anything ever offered for maintaining records of all sorts, kinds and descriptions. The illustration shows one of Moore's Loose Leaf Binders, with the records arranged both alphabetically and according to date at the same time. It will be noted that the marker on the page shown is over the figure twenty (20), and all other records in the book requiring attention on the 20th have the markers in the same relative position, bringing them in a direct line one under the other, enabling you to refer to any one of them without reference to the others, while at the same time the alphabetical arrangement is maintained. This obviates the use of two books, as is necessary with all other methods. Mr. Moore is the publisher of a number of pamphlets treating on the modern methods controlled by systems of his own which he will gladly forward on request; the contents of which may be suggested by the following, among several titles: "Moore's Modern Method," "Moore Movable Markers," "Selling by Mail vs. Selling by Male," "Moore's Methods of Charging and Billing," any or all of which will be found of interest.



MOORE'S PATENT LOOSE LEAF LEDGER.

SOUTHERN SUPPLY AND MACHINERY DEALERS' ASSOCIATION.

We have received from President Blow an invitation to their forthcoming convention of the Southern Supply and Machinery Dealers' Association, in which he gives the following particulars:

The third annual convention of the Southern Supply & Machinery Dealers' Association will be held at Old Point Comfort on April 12th, 13th and 14th—headquarters being at the Hotel Chamberlain. This, we believe, will be one of the largest conventions ever held by our Association. Our membership has increased very materially since our New Orleans convention. There will be a large attendance of our members with their ladies and also representatives from a great many of the Northern and Eastern manufacturers. As President of the Association, I extend to you and to your representatives and ladies an invitation to be present. We will provide suitable accommodations at our convention for the representatives of the press. We have succeeded in obtaining an exceedingly low rate from the Hotel Chamberlain, and there will be reduced railroad rates to Old Point Comfort from all points. We would also appreciate it if you would publish this notice, and in the name of the Association extend an invitation to all supply dealers whether they are members of our Association or not to be present, also to all manufacturers who are in accord with the policy adopted by our Association.

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MONTREAL TRADE

(From our Travelling Correspondent).

Business has been unusually brisk among the Montreal jobbers this Winter. This season's trade has differed somewhat from that of former years from the fact that there has been an active demand for classes of hardware, ever since the close of navigation; whereas, in former years with the closing of navigation has come a general decrease in trade from out-of-town merchants.

Alf. Jeannotte of the firm of L. H. Hebert in speaking of trade conditions said that the demand for all kinds of Hardware had been very good. That one of the pleasing features of the trade was the increased sale of higher grade goods. Mr. Jeannotte is one of the best posted Hardware men in Montreal and with the trade, one of the most popular. L. H. Hebert does a large local jobbing trade and a specialty is made of garden tools, and specialties.

Howden, Stark & Co., are also exclusively wholesale dealers and carrying a large stock of general Hardware.

One of the fast growing Montreal wholesalers is the Canada Hardware Co., which concern has built up an extensive business in a comparatively few years.

Lewis Bros. & Co., have expanded their business during the past two years and have recently moved into an adjoining building to give more room for offices as well as for stock.

Out on St. Lawrence Street, Amiot, Lacours & Lariviere, carry on an extensive retail Hardware trade and also do considerable in the jobbing of Hardware. This concern occupy a large double store and make a feature of the window display.

One of the best arranged retail stores in Montreal is that of R. & W. Kerr, which is located in the heart of the best retail district in the city. Sporting goods, including games and athletic goods are made an attractive feature of the business, and one side of the large double store occupied by R. & W. Kerr is devoted exclusively to these goods. Mr. John Kerr said that the business in sporting goods was growing rapidly and that the line was a good one for the Hardware dealer to handle.

Seybold, Son & Co., are located at 478 St. Paul Street, and are now thoroughly settled in their new building. The arrangement of this building could not be improved upon, for a wholesale Hardware business. The offices are in front, on the street floor, with shipping room in the rear. The second floor is devoted to a sample room, and here are displayed in a most convenient and intelligent manner, samples of about everything that the retail Hardware merchant will need to make stock complete. Seybold Son & Company reported business as very satisfactory and the outlook good for spring trade.

D. Madora, situated at 292 St. Paul Street, is one of the old established jobbers of Montreal. A good conservative trade is carried on. Mr. Madora, like most of the Montreal jobbers, shows a very complete line of ice tools, and lumbermen's supplies. The business in snow shovels and children's sleds and skates has been unusually good this Winter.

The Edward Cavanagh Company do a large retail business, especially in Builders' Hardware and contractors' supplies. One of the best sample rooms of cabinet Hardware in Canada, is that of the Edward Cavanagh Company, where are displayed upward of 500 sets of door fittings. In referring to business conditions, Mr. Cavanagh said: "Our business has steadily grown during the past few years, and the outlook for the Hardware trade, in my estimation, was never better than it is at the present time. The country north of Montreal is fast building up and the prosperity of the farmers is being felt in all branches of business." The Edward Cavanagh Company also do considerable wholesale trade and make a special bid for business in paints and oils.

A good retail business is done by O. Cauchon who reported business during 1903 as very satisfactory and said that the outlook for another prosperous year was exceedingly good.

One of Montreal's largest and oldest wholesale Hardware houses is Caverhill, Learmont & Company who carry a most complete line of general Hardware. This firm are also large handlers of iron and steel and heavy Hardware.

HAMMERNAIL.

THIRD ANNUAL CONVENTION PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION.

The third annual convention of the Pennsylvania Retail Hardware Dealers' Association will be held at the Park Hotel, Williamsport, Feb. 16 and 17 next. The following programme has been arranged:

TUESDAY MORNING SESSION. 10 A. M.

Address of welcome, Hon. John F. Laedlein.
Response, Pres. George L. Moore.

EXECUTIVE SESSION.

Organization.
Roll call of members.
Enrollment of new members.
Payment of dues.
Reports.
From president.
From secretary.
From treasurer.
From committees.
Adjournment.

TUESDAY AFTERNOON SESSION, 2 P. M.

Enrollment of new members.
Address by W. P. Bogardus, president of National Association.
Addresses by other National officers.
Balloting for next place of meeting.
Question box.
Appointment of committees.
Adjournment.

WEDNESDAY MORNING SESSION, 9 A. M.

Meeting of the officers and directors of the Hardware Dealers' Mutual Fire Association.
Open session, 10 A. M.
Enrollment of new members.
Addresses by Mr. T. James Fernley, secretary-treasurer of the National Jobbers' Association; Mr. Williams, of *The Iron Age;* Edward G. Baltz, of the *Hardware Dealers' Magazine*, and Daniel Stern, of *The American Artisan.*

EXECUTIVE SESSION, WEDNESDAY AFTERNOON, 2 P. M.

Address, Geo. V. Thompson, Mt. Jewett, Pa.
Election of officers.
Question box.
Adjournment.

WEDNESDAY EVENING.

Banquet, 8.30 to 11.

AN EVEN HUNDRED.

Let the "White Lily" Do the Work of Washing.

The old back-breaking system of doing the family washing, that is, by the old wash board method, says the Creston, Ia., *Herald*, is almost a thing of the past and as a consequence American women live longer and die happier. One reason for thinking that Creston women at least have discarded the ancient method is that the Creston Hardware Co. the past year disposed of one hundred washing machines of one brand alone. They sold scores of others, but this one brand, viz., "The White Lily," seems to the practical housewife to be just what the doctors ordered. The Creston Hardware Co. received its first order of "White Lilys" on January 22d, 1903, and sold the hundredth machine this week. This record almost equals this store's stove record. The "White Lily" is a handsomely finished machine, simple in construction, easy action and of quiet running gear, yet it does work in the most expedient and satisfactory manner. The "White Lily" washer is made by the White Lily Washer Company, of Davenport, Iowa, and any one who is in need of a labor-saving machine should call at the store or at their neighbors who doubtless have one, and investigate the "White Lily." Save your hands and back and let the "White Lily" do the work.

The Speaking Eye.

She—They say the eyes are the windows of the soul, I believe.

He—Yes; and when a man goes into a drug store and shuts a window quickly, the clerk knows just about what the poor soul wants.—*Yonkers Statesman.*

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OUR BRITISH LETTER.

(By Our Special Correspondent).

London, Jan. 30, 1904.

THE PRESENT POSITION OF TRADE.

The year 1903 has not been altogether a prosperous one to the Hardware dealer, and British ironmongers, in common with manufacturers and merchants, have felt the stress occasioned by disturbed markets and uncertain commercial relations, both in export and import business. At the commencement of the year which has just closed, British manufacturers spoke very hopefully of the rapid development of the new Colonies in South Africa. The disturbed state of the country and the consequent reaction after the reorganization of its government, created a delay in the progress of the development which somewhat disheartened those manufacturers who had taken steps in order to place their goods upon South African markets. The country is, however, more settled now, and as the congested state of the railways and shipping arrangements are more fully completed, there is a demand springing up throughout the Colonies for increased stocks of general Hardware. It is acknowledged on every hand that American manufacturers have been keenly alive to the importance of taking "time by the forelock" and introducing their merchandise to the notice of South African buyers as early as possible after the settlement of the country. Trade generally throughout Great Britain, at the close of the year, was by no means satisfactory, and retail ironmongers experienced a share of the depression, inasmuch as they were influenced by the state of trade in the manufacturing districts, and their returns rose and fell according to the prosperity of the working classes in the manufacturing districts, or by the agricultural industries in which they were located. The prospects for 1904 are more hopeful and despite the rumors of war between foreign countries, which now threaten to disturb commercial relationships and indirectly effect the retail trade in manufacturing districts, there is a general feeling abroad that the retail trade in Hardware industries in Great Britain is likely to be a fairly satisfactory one during the coming spring and summer months.

THE PROPOSED FISCAL CHANGES.

The long boasted "Free Trade" of Great Britain is likely to be seriously menaced during the year 1904. These politicians and financiers in favor of Fiscal Reform have already obtained a strong following throughout the country, and although British ironmongers may not have any personal influence in controlling the exports and imports of Great Britain, their local trade, the balance of which is so easily disturbed, will doubtless be affected for better or for worse according to the way in which the fiscal reforms, which appear to many to be necessary in order to keep up the returns of the trade of this country, are carried out.

SUPERIOR MACHINERY.

There is a marked tendency on the part of British manufacturers to introduce superior automatic machinery into their works fully recognizing that the only way in which quality, combined with quantity, can be produced at marketable rates, is by utilizing the latest inventions and employing the best engineering skill, combined with the use of labor-saving machinery of the highest types. It has long been acknowledged that American manufacturers fully grasp the importance of using the most up-to-date machines and the best appliances by which their productions can be made in large quantities, together with utilizing to the utmost interchangeable parts and mechanisms which can be adapted from time to time to other machines of similar kinds. At the present time many British manufacturers are introducing American machinery into their works and thereby bringing their productions in line, both in lightness, strength, and capacty, with American goods. Notwithstanding the improvement in this direction there appears to be a greater number of American appliances, especially those connected with the Hardware trade, upon British Colonial markets. The different exhibitions of agricultural implements, general Hardware, cycles, etc., held during the year 1903 showed that American makers have a strong footing in this country, and that their goods are fully appreciated by retail ironmongers and their customers; there is, therefore, a hopeful prospect for American manufacturers and merchants, notwithstanding the proposed fiscal tariffs and the keen competition with which they have to compete, not only by British makers, but German and other continental manufacturers.

IRONMONGERS' ASSOCIATIONS.

According to recent reports of American Hardware Association meetings, it is evident that the idea of association is very strong in the United States, and that many "captains of industry" give their time and ability to the promotion of the interests of national Hardware associations. The reports of some of these gatherings which recently appeared in HARDWARE were very interesting reading, and the information they contained could not fail to impress British ironmongers with the grasp of trade requirements possessed by some of the leading American Hardwaremen. The papers read before the recent conference show that some of these Hardware dealers possess considerable literary talent, and are well able to explain and propound to their brother Hardwaremen the chief features of commercial life which they have made their special study, and to point out to those less well informed the true lines upon which American Hardwaremen can alone hope to make their businesses successful. Some of the leaders of the British ironmongers' associations are very hopeful that during the year 1904 there will be a considerable strengthening of association work. The annual conference which will be held in the spring at Nottingham, will doubtless be an important gathering, and it is hoped that a number of British Hardwaremen will come forward and give those prosent the benefit of their experiences, and by setting out a plan by which local Hardware businesses can be improved and developed, raise the standard of ironmongery businesses in country districts and small towns. The work of the I. F. A. (Ironmongers' Federated Association) proceeds steadily, although the year 1903 did not show any marked progress in its work. The general guidance of the association rests with but few members, who form the Executive Committee, and those interested in the work cannot help but feel that there is a lack of initiative on the part of local associations, and that but few of the secretaries and presidents of those associations inaugurate fresh schemes in the development of association work. There is room for improvement and some of the schemes which have recently been set on foot by the I. F. A. appear likely to give an impetus to the greater self-improvement and education of the assistants of to-day, many of whom will doubtless be the ironmongers of the future. The Examination Scheme, whereby ironmongers' assistants are to be examined under the direction of the Central Board of the I.F.A. and to receive certificates in accordance with their general knowledge of the Hardware trade, has been taken up with considerable spirit and the first examination, which is to take place in Manchester during the next few weeks, will be indicative of the tone of British ironmongers' assistants of the present day, and will doubtless be the means of bringing out into special prominence some of those who possess the best knowledge of the business. My next letter will contain an account of the Manchester Examination, together with the names of the successful candidates.

STOCKTAKING.

During the month of January many English ironmongers take the opportunity of the quiet time following Christmas festivities in order to clear up arrears of work, to prepare their quarterly accounts, and generally to "put their house in order" and prepare for the business of the coming year. Those ironmongers who are keenly alive to the necessity of

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looking into their affairs at least once a year and making out a balance sheet, generally find January the best month in which to take stock, and numbers of ironmongers have been so employed during the last week or two. But few English ironmongers indulge in the luxury of a general clearance sale, a system so generally adopted by drapers and storekeepers,but here and there an enterprising Hardwareman is found who offers special reductions in order to effect a clearance of unseasonable goods and those articles which have become soiled or damaged during the past year. It is well known that many Hardware goods deteriorate in appearance and become antiquated in style and form. The Hardware business is one of change and the improvements in general domestic machinery, the alterations in styles and designs change much more rapidly than they were formerly wont to do. It is therefore obvious that the importance of good stock keeping increases. As progress and development proceed at a more rapid rate, goods become more quickly out of date and unsaleable, and it is generally recognized by English ironmongers that the importance of effecting a clearance of old stock increases.

ALMANACS, CATALOGUES AND TRADE LITERATURE.

There has been a marked improvement in trade literature during the last few years and the catalogues, lists and show cards now issued by British manufacturers are far more attractive, better produced, and more readily understood than those lists which formerly composed the British ironmongers' library. Many American manufacturers have been foremost in the circulation of attractive literature, and many of those catalogues which are now held up as patterns of what trade lists should be, were produced in the States and contain illustrations of domestic specialties, engineers' supplies and other goods made "across the water." Whether the improved style of literature circulated by American manufacturers has had anything to do with the improvement which is apparent in this country or not, it is evident that the catalogues of the present day are far more useful to ironmongers than those of a few years ago. Illustrations are freely used, sizes, quantities, weights and measurements of goods more clearly defined, and, taken as a whole, the trade libraries of British ironmongers are now not only valuable for trade reference, but many of the volumes are interesting and instructive and afford the assistants of to-day ample opportunity of learning the constructive technicalities of the goods they handle.

NORTHWEST'S PROSPERITY.

The most noticeable of all conditions at the present time in the great West is the almost undiminished continuance of the high tide of prosperity. Broadly speaking, there has been no falling off in the volume of business. The farmers have more money than ever before. The employed people are all at work for good wages, railroad earnings throughout the West average higher than a year ago at this time by from 5 to 12 per cent., though many good judges thought last year's volume of traffic up to the highest possible mark.

The amount of money which the people of the West have on hand representing their surplus, their savings, their accumulations through these recent years of unexampled prosperity are simply amazing. In purely agricultural counties the bankers tell me they do not know what to do with the money that is offered them for deposit. In many instances they have been compelled to refuse further deposits because of the difficulty of using the money profitably.

It is surprising to be told that in an average Western county of perhaps 25,000 population, embracing probably 2,500 farms, the aggregate sums on deposit in the local banks reach as high as $2,000,000 or $3,000,000, or an average of approximately $1,000 per farm. As no one individual has very large deposits, it follows that the accumulations are well distributed.

What is true of the agricultural counties is true also of the cities and towns in which there are manufacturing and commercial interests. In fact, money is abundant everywhere and all classes of people have shared in the prosperity. —Walter Wellman, in a Washington special to the *Record-Herald*.

NEW STANDARD FOR WORLD'S FAIR.

The 1904 Universal Exposition is Now Practically Finished—No Doubt About Its Opening on April 30 in a Complete Condition.

All things appear to work to the end of making the 1904 Universal Exposition stand in a class by itself. In magnitude and scope there has never been anything like it. No enterprise of the kind was ever endowed with so great a working capital. The world's storehouses never before contained such treasures to draw from.

The Columbian Exposition at Chicago ten years ago, until the present enterprise was launched and its magnitude was apparent, was supposed to have fixed a standard for all time to come. That theory has been thoroughly exploded by the marvelous accomplishments of the Louisiana Purchase Exposition. The World's Fair at St. Louis covers 1240 acres of ground. All of Chicago's exposition was contained in 633 acres. Not in mere size does that present enterprise surpass all others. The great exhibit palaces differ from any constructed for former expositions. They are all revelations in the architect's art. The big, rectangular buildings of the past have been superceded by a group of wonderfully beautiful and symmetrical structures, assembled in the form of a lady's open fan. Collectively they are many times larger than any other group and for architectural beauty they immeasureably surpass anything the world has ever seen. The architects departed from beaten paths, and sought and found new features which they happily combined with the best examples of the architecture of other days.

When the plans and dimensions of the buildings were first made public the people were amazed at the daring of the exposition management. Even were such mammoth buildings erected, where would the exhibits necessary to fill them come from? Now that the buildings are all finished, and the work of installing the exhibits is under way, the question is answered. Even were the buildings three times as large they could not contain all that has been offered. Inner courts have been roofed over and where exhibitors have asked for thousands of feet of space they have had to content themselves with hundreds of feet.

Such being the case the exhibitors and the exposition management have been enabled to exercise a discrimination that could not have been possible ten years ago. Official figures show that in the decade following the Columbian Exposition the value of the manufactured products has increased 50 per cent. Thus the World's storehouses contain treasures that were never before accessible. In the close discrimination that has been observed only the best and most worthy have been accepted, and each exhibit will represent the best in its class. Life and demonstration have been the key note in the exhibits division and wherever practicable processes are shown, together with the finished product.

The exhibit of the Philippine Islands, which covers 40 acres, and has been created at a cost of about $1,000,000, is an exposition in itself. The foreign nations have never put forth such great exertions to make interesting exhibits. The keen rivalry that has been manifested between the most powerful nations, is reflected in the exhibits from the newer and smaller countries. China is making such preparations as it was never deemed possible that exclusive nation would consider. Fifty-one states and territories and more than that number of foreign countries are working in unison to make the Universal Exposition complete in every detail.

At this writing nearly threee months before the opening, no doubt exists about the fair being finished in every particular. The show palaces are all ready and the exhibitors are installing their exhibits. The roadways are practically all made. The intramural railway, encircling the grounds, is ready for the rolling stock and the application of power. The landscape is so advanced that a few weeks in the early spring may see it perfect, even though all work should cease until that time. The weather at St. Louis has been so mild all fall, and thus far in the winter, that but few days have been so cold that work out of doors was impracticable.

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THE PHILADELPHIA BANQUET.

Over 130 members and guests were in attendance at the eighteenth annual banquet of the Hardware Merchants and Manufacturers' Association, of Philadelphia, which was held Tuesday evening, January 26 at the Hotel Bellevue. Inclement weather seemed to have no serious affect in the determination of the association to make this occasion, like the other seventeen, one to be remembered. An informal reception was held in the parlors previous to the dinner and shortly after seven o'clock the guests entered the banquet hall. The room had been tastefully decorated and the tables were strewn with carnations and with souvenirs furnished by the following firms: National Specialty Company, McCaffery File Company, Enterprise Mfg. Company, Mayer & Co., Henry Disston & Sons, Miller Lock Company, I. M. Rose Company, G. H. Barnett Company, J. Barton Smith & Co., Fayette R. Plumb, Incorporated, Corbin Cabinet Lock Co.

Dr. John R. Davies, "The Chaplain" invoked the divine blessing and the banquetters at once proceeded to do justise to the dinner.

Mayor Weaver was late in arriving and because of pressing business could only remain for a few minutes. The success of the administration and his popularity among Philadelphians was evident by the hearty, continued applause which greeted him as he entered the room. Between courses the Mayor spoke briefly of Philadelphia's pride in her manufacturers and merchants and said that it was the intention of the present administration to do nothing which would have the effect of curtailing the advance of their trade.

As the coffee was served each guest received two very good cigars with the word "Russwin" on the band, the gift of the Russell & Erwin Mfg. Co.

During the dinner, as well as later between toasts, the banquetters were entertained by Miss Anna Elizabeth Kelly, contralto; Miss Helen Mae Wilson, reader; Paul Volkman, tenor; Frank Bain Ball, baritone; Master Frank Albertson, soprano; W. Lane Hoffner, accompanist, and Walter E. Cooper, specialist. Music was furnished by an orchestra.

THE TOASTS

As the Havanas were lighted the fairy-like form of Toastmaster Fernley arose in his place and after bringing those within hearing to order with a few faint taps of the gavel, proceeded to explain why he, at all times so modest and retiring, occupied his present exalted position. Retiring president Wm. C. Peters was unavoidably absent owing to ill health and had sent a letter of regret which was read by the toastmaster. President elect Thomas Devlin was introduced and responded briefly, thanking the association for the honor conferred on him and promising to do his best for the association during his term of office. A list of deceased members was read with the guests standing.

Henry B. Lupton of Pittsburg spoke briefly on the subject "Our Manufacturers." He spoke of the "Philadelphia" brand as bearing the stamp of excellence and complimented the Philadelphia manufacturers on the energy they had exhibited in placing their goods in the markets of the world.

Daniel Stern, of the *American Artisan*, responded to the toast, "Hardware from an Editor's Standpoint," after which the toastmaster introduced Mr. J. Shellinberger Bonbright who spoke on the subject:—

IS PHILADELPHIA SLOW?

Mr. Toastmaster and Gentlemen:—

Were we to leave the subject in this interrogative form, doubtless many would be willing to accept the well-nigh universal opinion, following the music hall jest, or oft-repeated statement of the tourist, who, accustomed to spending his Sunday in less orderly places, resents the quiet and order of our city, resulting from our better enforced laws. Others, who would deplore a continental Sunday in their own residence town, are willing to take an occasional dip into its gaieties and wide openness, and being deprived of their expected dissipations here, spread the report abroad that Philadelphia is slow.

No doubt to one so unfortunate as to be compelled to "Sunday" in a hotel the time moves slowly, and the closed playhouses and *cafes* seem an evidence of our being behind the times. Perhaps her people, by their apparent lack of interest in what others think of their city, have fostered this idea, for we must confess to this—that, unlike most towns, we notoriously fail to blow our own horn. But to Philadelphians the city's greatness is so self evident, her substantial and enduring importance so beyond compare, that it seems a waste of time to discuss the subject with the man who questions it. Their attitude is one of amused toleration for one so lacking in judgment, or contempt for one who estimates a city's greatness by the opportunities for entertainment. To such opinion we can offer no argument, but turn to speak of those fundamental elements of civic greatness that are so clearly in evidence to the intelligent seeker.



J. S. BONBRIGHT.

In these days of mushroom growth, both civic and industrial, it is a source of great satisfaction and pride to be able to refer to a

GLORIOUS HISTORY,

and to trace the present development back through the century to the days when our nation was in its formative state.

Philadelphia has always been pre-eminently an American city, containing to-day the smallest percentage of foreign born among all the great cities, and no opportunity has been neglected by her people to respond to the needs of the country as a whole, or to any section of it, as far back as, and before, the days when less than 100 of our merchants subscribed $1,500,000 to help the father of his country feed his starving Continental army, to the quick response of our Permanent Relief Committee to get the first supplies into stricken Galveston. The committee has collected, in a couple of decades, more than $5,000,000 worth of supplies and money for those of this and other lands, in seasons of dire extremity. The mention of a few may not be out of place.

This committee was organized in response to a call from Germany in 1878, for the relief of those suffering from the results of freshets. The citizens of Philadelphia met at the Mayor's office and formed a committee to solicit subscriptions, and to our city's credit, be it said, more was contributed than was subscribed in Berlin. It has been in permanent activity ever since.

Among the calamities which have occurred none is more prominent than the Johnstown disaster. It collected at that time about $800,000. Next in importance was the Russian famine in 1891 and 1892, when Philadelphia contributed more toward the relief of the famine stricken peasants than all the rest of the United States together. Other disasters which come to mind at the present time are the earthquake

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at Charleston; yellow fever at New Orleans; yellow fever at Memphis, a year or two later; Oil City, Titusville; typhus fever epidemic at Plymouth; Armenian Relief Fund to help the Armenian Christians; relief extended to Porto Rico and other places after the Spanish-American War; floods in California two years ago; flood disaster in Kansas last year; the latest relief was for the typhus fever stricken people in Butler, Pa. Here it had its own hospital, called "The City of Brotherly Love Hospital." It sent 25 trained nurses and a number of physicians.

When necessary, Philadelphia has been as

QUICK TO FIGHT

as to feed, and no community has offered a larger quota to the defense of our liberties. If the visitor fails to note upon our streets the crowds seen in other cities, let him remember that our citizens have homes, not tenements, to live in; that over 4000 acres of pleasure grounds, scattered in 40 parks over our broad domain, afford a restful and rational means of enjoyment, much preferred to the crowded streets.

Perhaps we are slow to adopt some of the modern improvements of other burgs. Apartment and tenement houses fail to appeal to a city that continues to build 8000 or 10,000 dwellings yearly, and contains to-day more houses than our neighbor with three times the population.

The number of homes in Philadelphia containing more than ten persons is but 12¾ per cent. In New York the proportion of families having more than ten persons in a dwelling is 83½ per cent. Only 15 per cent. of the houses in Philadelphia contain more than one family. In New York 88 per cent. are so occupied, and in Chicago 65 per cent. of the houses have two or more families.

The average size of the Philadelphia family is 5.10, which exceeds that of the general average of the entire country over 3 per cent., and is greater than that of any other large city; that of New York being 4.84, of Brooklyn 4.93, of Baltimore 5.01, St. Louis, 4.92, and Chicago, 4.99. This is obviously due to the fact of

HIGHER SANITARY CONDITIONS,

and an orderly mode of life due to the general ownership of homes by occupants.

Industrially we continue to advance, building more locomotives than all the country combined, supplying the navy with half or more of its best ships, making more carpets, making better hats and shoes, Saws, Files, Edge Tools, Household Utensils, etc.; sustaining our reputation for both quality and quantity, and being most careful that our products shall excel all others, until merchants everywhere acknowledge that "Philadelphia made goods are good goods."

Time is lacking for even mention of our pre-eminence in many of the arts and sciences since the days when Franklin had to come to Philadelphia to find the lightning.

Here also is the home of our pride and pet, the Pennsylvania Railroad. "The Standard of the World." Yes, even though she has hurt our pride by refusing to bring some of us down town, that she may better accommodate the multitude of buyers and tourists, for whom she has been compelled, at the cost of millions, to provide several terminals.

So, while we may be called slow, we are surely not slothful, or the world would not come here for her models, as note the fact that this association has been the pattern for others all over the country, and our National Hardware Association, acknowledged at home and abroad as the leading and model trade organization, which owes so much of its success to the formative years when it was managed by Philadelphians, and, indeed, still continues to exist, despite the lack of any disposition to retire or rotate on the part of at least one of its greatest officials.

So here's to the good, slow Quaker City, which, like a great, good natured giant, is steadily pushing forward, careless in the consciousness of his strength, and unmindful of the jests and jibes of little minds, pursuing the even tenor of his way, "with malice toward none, with charity for all."

Mr. Bonbright's address was received with hearty applause. He was followed by Charles Z. Tryon who responded to the toast.

THE BUYER.

Mr. Toastmaster and Gentlemen:—

I wonder if in any scientific institution the learned doctors have ever dissected the remains of one of our modern buyers? I do not mean the department store buyer who buys for 57 departments and really knows only three right down to the ground, nor do I refer to the syndicate buyer who does not have to sell the goods he purchases, but I have in mind that mysterious creature we find in every large jobbing house, who sits, sphinx-like, behind a great desk, with hundreds of pigeon holes stuffed full of quotations; and buried beneath a great pile of catalogues from all over the world.

This human encyclopedia who

KNOWS THE COST,

jobbing and retail price of every article he buys; its true value in actual use and how to use it. I wonder if this post-mortem would not reveal the buyer's brain to be full of Tacks and Saws, Hammers, Guns and Fish Hooks? Many will say



CHARLES Z. TRYON.

at once that his heart would be found missing, and ice water slowly coursing through his veins. But there is no use in guessing about his insides; surely his outside aspect is interesting enough.

I suppose he looks different to every man with whom he comes in contact. To the head of the house he is that highly expensive individual who keeps the bank balance continually on the ebb tide, who always has the warehouses full to bursting in dull season, and no goods on the shelves when things are booming. He is that troublesome person who induces the respected senior to sign contracts on faith, from which agreements it requires six Philadelphia lawyers to extricate the house.

To the traveling force he is the one man who should be fired six days a week, because his competitive buyer in the rival house always—not once or twice, but always—has goods bought on a better basis. I fancy there is not one man on the road who could not buy goods better than this oracle who speaks to him principally through the medium of carbon copy instructions. Then, too, he always insists that the salesmen shall sell stuff and brands that their customers do *not* want. Why don't he buy the X. Y. Z. goods that Brown & Company sell? As viewed by his stenographer, he is the kind and pleasant, sour and disagreeable man who talks to silly drummers all day and dictates his mail at 5.45 P. M.

In the eyes of the office boy he is the godlike person who don't look up when a card is presented, who calls him into his office a dozen times a day and then says, "Well! what do you want?" To this little chap he is a personality to be feared and admired. Judged by the drummers who sell or do not sell him, he is at once a gentleman and a scholar, a boor and an ignoramus, an able man or a presumptuous upstart, just as the case may be. And to his good wife he is the hard worked, underpaid, worn out person who leaves home before daylight and returns in the evening too late to go to the theatre; the highly prosperous man who cannot afford to get her a muff, while Mr. Jones, who buys for a much

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smaller house, presented *his* wife with a whole set of furs for Christmas.

Whatever he is *not*, the buyer certainly *is* the heavy man in this theatrical troupe. The traveling man may impersonate the advance agent, the senior of the firm may represent the manager, the cashier the box office man, and the sundry clerks may chime in well as the chorus and understudies, but certainly, in this show, the buyer is the "Leading Lady."

Act? Why Booth or Jefferson never undertook such a task as one day's work of the modern buyer. Think of sitting all day long scheming and scheming, with interruptions every ten minutes from the line of drummers waiting for an audience; looking pleasant at this one you hate, because he has the goods you want, and scowling at the fellow you like because his house won't allow something. The buyer must be sad when he's merry, merry when he's sad, violent when he's meek, gentle when he wants to smash things; pleading poverty when he's trying to get dating, and swelling up with the conscious pride of a millionaire when he is striking for a larger cash discount. If he could see these fellows all at once—but no, each one may have something of value to tell him, and so he must see them all, and one at a time.

And when these drummers are gone has the buyer a moment's rest? Oh no, for then there is the same game to be played by correspondence, the bluffing of factories, the bulldozing of railroads and the jacking up of salesmen. Tragedy and comedy, comedy and tragedy, all in the same hour and every hour.

Of course, the firm are very kind to the buyer; they give him lots of assistance—stenographers, index systems, order blanks and a hundred devices for saving time and for keeping records, but the most of his information must be kept in his poor, aching head, for half the time his clerks are away and his elaborate card systems are always suffering from nervous prostration.

At last the busy week is ended and out of this chaos and confusion the buyer emerges on the bright Sabbath morning, for once himself. He settles himself comfortably in the corner of his pew and, as he congratulates himself that the lot of Sausage Stuffers he has just bought is the cheapest bargain on earth, he is abruptly shocked by the awful words of the clergyman, proclaiming that "Salvation is the cheapest thing in the world; we are giving it away right here for the asking"; let us all sing heartily that beautiful hymn, "Work for the Night is Coming."

And thus the buyer appears to live and work, but if we really knew his inner life what a different being we should find. I very well remember in my early youth calling upon a house which I had been selling, and was informed that Mr. J. was now buying my goods instead of Mr. S. Entering Mr. J.'s office, I said, "Good morning, I have been fortunate enough to sell your predecessor quite a number of goods in the past and I do hope that I shall be able to interest you."

He darted one glance at me and then yelled: "Predecessor! I have been the buyer of this house for 20 years; that man you have been selling was my assistant, whom I fired last week, and the goods you sold him last year are still on my shelves. Do you want to take them back?"

Fortunately I had followed one of the first rules of the

AMATEUR SALESMAN,

and I had remained standing with my hand upon the door knob, so that I was able to beat an orderly retreat without leaving any of my baggage on the field. Subsequently, however, I succeeded in selling this man and learned to know him as a friend; a man of genial and happy disposition—he was simply a good actor. My close adherence on that first day to a little list of rules had saved me. This little code was as follows, and may be of value to some budding salesman here present:

1. Leave the door open or stand with your hand on the knob until the buyer speaks.

2. If after coughing once, mentioning his name twice and your own three times, he does not look up, he's busy, call again.

3. If he stretches out his legs, thrusts both hands into his trousers pockets and looks up at you, showing the whites of his eyes, look out for a claim.

4. If he greets you cheerily, asks you to sit down, and leans confidentially across his desk to converse with you, he has already bought and is working you for price.

5. If you notice him clutching a paper weight, depart at once—sooner, if possible.

6. But if he quickly glances at you with a hurried hello and again buries his face in his papers, draw your chair up confidentially—he has an order for you.

Holmes has said: "The human race is divided into two classes; those who go ahead and do something and those who sit and inquire." Now, the poet had evidently not met a modern buyer, for he must at once be a man of action and at the same time be a regular cross questioning attorney.

So, view him as we may, the buyer must be, all in all, a normal man—a truly testy and ungenerous nature is an ill-



T. JAMES FERNLEY.

assorted companion of the calm judgment required to buy right. The requirements are great; the buyer is the secretary of state to every house, and he must be well skilled in the art of diplomacy, which is but a grand word for tact. The selling end of the business may do its part, but it is a fact that goods bought right are already half sold. Stock must be on hand, too, when wanted, and not in excess of demands, or conflict arises at once with those in the office who figure interest and insurance. To properly adjust these conditions the faithful buyer must possess an insight into the future almost prophetic. He must know every wave in trade conditions, note every change of taste in styles with the practiced eye of a consumer, and know intuitively what will sell and how many. Nor devoid of all sense of the artistic may he be, for surely the package and the label are well within the province of the buyer, and every one knows what a trusty, though silent, salesman the package is.

It certainly is a wise policy that many houses have adopted, of permitting or insisting upon each buyer taking one short, annual trip. The buyer sits in his office, surrounded by books and papers, facts and figures, and fights at long range the battle of selling goods. One trip a year will largely brush the dust from his glasses and fit him better for his work than any other one thing that he can do. With what force do his arguments play upon a balky factory if he can say, "I saw it with my own eyes."

Business men should give their buyers the broadest education possible, for do they not hold in the hollow of their hands the welfare of the concern they represent? Not only in a commercial sense, but in a broader, moral sense the buyer is a prime factor, for the attitude of the buyer largely determines the impression which the house makes upon the commercial world; if he be unjust or tricky, so seems the house; be he frank, just and truthful, the house will bear this reputation.

And so I believe that the twentieth century buyer has a

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personality of his own: that he *has* a heart and many genial qualities which, as we have seen, he dare not always show to the world; and with these thoughts in mind my toast tonight would be, "To the Jobbers' Buyer." God bless him! he needs the support and the good will of every man in the house.

The toastmaster then introduced Rev. John R. Davies, D. D., who addressed the gathering.

Dr. Davies commented on the serious vein of last year's address, and the propriety of again making a speech of that nature. He told a number of interesting stories, and referred to the wonderful era through which we were passing. There were so many vast discoveries and the bringing together of such gigantic forces. We were on the threshold of the most wonderful era the world had ever seen. Large doors of opportunity were opening on every side. God, he said, had prepared these opportunities for us, and it was for us to grasp and benefit by them. Life is ever in need of more comforts, luxuries and necessities, thus giving opportunity for manufacturers to extend their wares. We are all part of a great system, and we must remember that God is in this work and our business is with God. We are parts of a divine system directing and shaping things, not always in our views, but in the views of One greater than we are.

The toastmaster then introduced (an entirely unnecessary proceeding) Charles W. Asbury of the Enterprise Mfg. Co., who responded to the toast:—

THE COMING GENERATION.

Mr. Toastmaster and Gentlemen:—

The inferred question which has been assigned me is not a new one; it has been discussed during all ages, and probably will be discussed in the ages to come. If a direct answer be asked, I should reply: Yes, the chances of success to a young man are as brilliant to-day as ever, and especially is this so in our own country.

To achieve success the young man must be born of the

DETERMINATION

to climb the ladder at whatever cost, and to assume the incidental responsibilities, meet the inevitable difficulties, leap the obstacles which will no doubt be in his path. There are, unfortunately, but a small percentage of the young men of to-day who have sufficent self-control and indomitable energy to reach the goal. It is far easier to drift with the tide and enjoy the pleasures of life than to get a grip on one's self and prepare for a campaign of hill climbing; but if he has a sincere desire to leave the world better than he found it, it is necessary for every young man to regard his occupation as a jealous mistress. This applies with equal force to the professions as well as to the commercial and industrial affairs. Life is but an education, by which I do not mean book learning, but rather, a knowledge of men, a knowledge of affairs, and particularly a knowledge of one's own business or calling. Persistence belongs in the cornerstone of the boy's structure. Get-rich-quick schemes are always looked upon with suspicion; therefore, when young we must look forward to a long period of close application before we see the results of our efforts. It is this prospect that discourages the larger number of young men entering the world's affairs. Unless they can look forward to this period with determination to succeed we see many of both extremes at the goal.

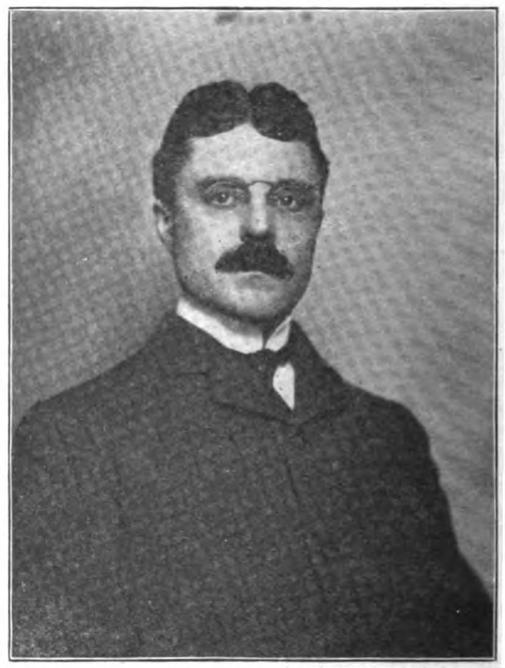
It has been asked, What is the reason for success or failure? It cannot be opportunity, because we see examples of notable successes among those to whom opportunity has been a stranger. In commerce and industry it cannot be book learning, because the large majority of the captains started life with very little education. It cannot be good clothes or good manners, as we see many of both extremes at the goal.

My diagnosis would be that it is inherent in the boy. If I were asked to advise upon the requisites, I should say he must enter his chosen path with zeal, pursue it with zest and energy, taking delight in the beginnings of success and using the experience thus gained in larger fields. This delight should not be primarily or mainly for the money returns so much as for the very glory of it. I would say keep the body and mind in the best possible condition for battle, and especially the mind, as success can only be attained through training. Be loyal and patriotic, be fair in all of your dealings, and generous in your thoughts, cultivate only those acquaintances with whom contact is profitable in knowledge. Accustom your mind to close application, directing it always in the chosen channel, at the end of which keep in view the desired goal. If the boy has an

HONEST CONVICTION

and determination to make his mark, there is no power on earth which will stop him.

If I were asked to name the best field for the accomplishment of these objects, I would say, broadly, the United States. If experience be taken as a guide, we have but to note recent history. Gentlemen, you all know, but do you thoroughly realize, the rapidity with which this country is growing. I am not going to burden you with statistics, but in my own line, manufacturing, it will be sufficient to say, that the figures taken from the United States census show



C. W. ASBURY.

that the value of manufactured goods in the past 50 years has almost geometrically doubled with the passing of each decade. In 1850 this value was shown to $1,000,000,000, while in 1900 the value was $13,000,000,000. Our commercial position before the world has developed in almost the same ratio. The value of manufactured goods exported in 1840 was $11,000,000, while in 1902 it was $403,000,000, and in this connection it may be interesting to note that the increase in the value of our exports during the past 12 years was nearly double the total increase during the preceding 90 years. With such figures before us, can we ask for a better field in which to labor?

Is it not fair to assume that the momentum of this development will carry us on and on, provided only we have a sufficient number of progressive, aggressive and determined young men to whom we can look for assistance. I do not for one moment desire to discount the value of the older heads in directing affairs, but look if you will among the captains in the professions, in industry and commerce—do you not find many a gray-haired man surrounded by bright, capable, thinking young men who, themselves, are managing certain departments of the business? In such a field as I have named, and in such a time as the present, can it be questioned that a young man can achieve success if he has the necessary attributes. Success can be purchased, but the cost is high—eternal vigilance is the price.

Short addresses followed by R. L. Austin, A. Eugene Bolles, Edward Ingalls and George A. Graham, after which the gathering broke up with the singing of "Auld Lang Syne."

OFFICERS FOR 1904.

At a meeting of the association, held on the 19th inst., the following officers were elected:

PRESIDENT, Thos. Devlin.

VICE-PRESIDENT, John R. Griffith.

SECRETARY-TREASURER, T. James Fernley.

DIRECTORS—Wm. W. Supplee, Samuel Disston, James H. Ritter, Wm. C. Peters, Ellicott Fisher, E. S. Jackson.

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NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

Under conditions the most propitious for convention purposes the Seventh Annual Convention of the North Dakota Retail Hardware Dealers' Association was commenced at Grand Forks on January 27th. The convention was held in the United States Court room, convening at 2 p. m. The attendance of delegates was satisfactory in number. Vice-President Emery presided and presented the acting Mayor, R. H. Carothers, who delivered an address of welcome to the delegates assembled. Vice-President Emery replied to the same in a very enjoyable manner referring in a happy and appreciative degree to President Joy whose absence he deeply regretted and who had until recently been the proprietor of a Hardware store in Hamilton. His absence would be felt as he had been a strenuous advocate of the advantages of organization which assisted in the development of the present association. After a few words of acknowledgement



H. F. EMERY, PRESIDENT.



H. N. JOY, EX-PRESIDENT.

of the kind welcome extended by Mr. Carothers, Mr. Emery continued as follows:

The year 1903 was an eventful one in many ways. Like the preceding year, the dealer had to contend against an upward market, especially in such articles as are composed wholly or partly of wood. It is a deplorable fact that the average retail merchant

DOES NOT ADVANCE HIS PRICES

with the market. Only when stocks are exhausted and he has to replenish does his price go up, and very often then not in proportion to the advance, thinking that perhaps the next order will be at the old price, or it may be the merchant across the way has a large stock at the old price.

The year of 1904 opens with different conditions confronting it than has probably been witnessed before. On every side it is seen that conservatism is the motto. Now I would not convey to you the idea that by being conservative we need to take a pessimistic view of the future. On the contrary, at this particular time we should take an optimistic view. The best informed men of this country have contended that a great many manufactured goods are higher than the raw material and labor would warrant, and the belief that such goods are to seek their legitimate channel is one of the reasons that has brought about these conditions. That the country at large, and especially the West, is in a prosperous condition is a settled fact.

"WE ARE THE PEOPLE."

Two old factors shaping the ups and downs of the country have been put to sleep and buried far below frost line—namely, that Wall Street and Presidential elections do not control us to the great extent they did in former years. The years 1902 and 1903 have demonstrated that we have outgrown Wall Street. Slowly but surely are the Western States shaping the destiny of our politics. The old cry of the school boy," We are the people," has become a living fact. It has been placed on our Western banners and unfurled to this nation, proclaiming from the West to the East and North to South. We are the producing people and must be respected. That large order for 1,000,000 barrels of flour to be shipped to China is worthy of our notice and congratulation. When our Western No. 1 hard takes the place of rats, rice and chop sticks, it will add another page to our history.

The great combinations, trusts, pools and gigantic corporations are as but small clouds covering the sun, for the saying of Abraham Lincoln that " All the people cannot be fooled all the time," is as true as when uttered over 40 years ago.

Gentlemen, take it all in all, it is well we have assembled here, that we may exchange thoughts and enlarge our views for the battle of the year. Everything considered, the Hardware merchant has a great opportunity to show an increase on the right side of the ledger at the close of this, the best of all years, 1904.

Mr. Emery called particular attention to the Question Box. He urged that it be used early and often, and that questions be deposited on every subject on which any member sought light.

He named G. W. Wolbert, Bismarck, and J. H. McCollom, Hope, as Committee on Transportation.

UNIFORM RETAIL PRICES AND FIXED TERMS OF SALE BY RETAILERS

was the subject handled in the first paper, presented to the convention by H. J. Hellekson, Fairmount, and it developed an interesting discussion.

Vice-President Emery. H. F. Strehlow, J. A. Cole, W. H. Pinkerton, H. T. Helgesen, William McIntosh and O. A. Gallup took part in the discussion, and many plans for fixing the profits on goods were advanced, and the wide diversity of opinion showed conclusively that conditions varied in the different localities represented in the discussion. No plan was advanced that was thought feasible enough to result in any action being taken by the association.

THURSDAY MORNING SESSION.

Great interest was manifested by the delegates in this session, a larger number being in attendance than at any of the conventions.

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SHOULD THE HARDWARE JOBBER HANDLE STOVES?

George L. Nye, proprietor of the Minnesota Stove Company, Shakopee, Minn., addressed the convention on the subject "Should the Hardware Jobber handle Stoves," which was an interesting one, arguing as he did that retailers would be better cared for by dealing directly with the manufacturer than with the jobber, who was compelled to fall back on the manufacturer any way.

H. D. Final of the Marshall-Wells Hardware Company, Duluth, Minn., happened to be the only jobber present handling stoves, and he was called on. Mr. Final held that the jobber had a legitimate right to handle stoves, and that, owing to high freight rates from remote manufacturing centers, the retailer was able to buy stoves in large or small quantities of the jobber at more satisfactory terms than of a manufacturer. Another feature that he brought out was the fact that the jobber could supply stoves when desired in the quantities needed, doing away with carload shipments from factories.

H. T. Helgesen of Milton acknowledged the force of the argument favorable to buying of jobbers in order that large stocks and bad seasons could be better avoided. He thought, however, that all manufacturers should have Northwestern depots, and claimed that as the retailer was required to pin his faith to a certain brand of stove, the manufacturer probably would give better satisfaction than the jobber.

W. H. Pinkerton, of Lakota, presented an address on

EFFICIENT SALESMEN.

from which we give the following selections:

Our efficient salesman will make the most of any opportunity, in or out of the store, in making himself friends. He can, by his cordial words and actions, cement the ties of friendship with customers and draw new ones by the same means. Some clerks are so short sighted as to think that they have done their work when they have shown the goods that the customer asks to see, and then when the closing hour comes and they can lock the door, the interest of their employer is not thought of till the store is entered again. Just here some clerks who read this will say, "Do you want us to solicit sales after hours," and I would answer, "Very seldom, unless approached on the subject." But in a thousand ways between the opening of a year's business and its close, one can remember his employer's interests in some slight way that will be of benefit to him, and what is a benefit to one is also a benefit to the other in the end. A salesman who is uniformly friendly and courteous unconsciously draws his friends and associates toward the business house with which he is employed. The world is full of employers who are overworked and are constantly looking for the efficient young person on whom they can shift responsibility. The candidate for one of these positions can and must show his fitness for the promotion while he holds the more humble one. Some assume to say, "When my employer pays me more I will work harder and be more efficient." This is beginning at the wrong end. He must first make himself valuable, then promotion will come. It may be in the service of the same man or another. An efficient salesman will be careful to

KEEP SEASONABLE GOODS WELL DISPLAYED.

This often causes extra work, but if the spare moments are improved this can be done without interfering with his duties in waiting on the trade. The clerk who finds much time to sit on or lean against the counter in business hours will soon have all of his time at his disposal. With proper discretion we can present the merits of new goods that are placed in stock, with which the trade is not familiar. This must be done carefully, presenting only such goods as we are sure will interest the party, and taking his time only when we are quite sure that he has it to spare. There is trouble at times in larger stores where several clerks are employed, by a desire on their part to joke a man and have much sport during times when trade is quiet and they have no customer to occupy them for a short period. On such occasions they may be inclined to gather in one part of the store and indulge in noisy fun. This interferes with the work of the office force, and if there is one customer in another part of the store attempting to purchase goods, the sale will be much interfered with by a burst of boisterous laughter from these idle clerks. Our stores and employees should create a business impression on those who come to inspect our wares. I do not want to be understood that salesmen must put on a long face, as we sometimes express it, but any sport and fun should be of a quiet nature, which will not interfere with the work of the establishment. Cheap jokes and undignified conduct do not tend to build up any mercantile business. Our friends usually visit us in our homes or at other social gatherings. At our stores they expect to be met in a business way only, as a usual thing.

Efficient salesmen, in taking orders to be delivered, will be very careful to get all the details that are necessary to the intelligent filling of the order. They will also note if it is a rush order and see to it that any promise made is diligently carried out. Valuable salesmen will not extend credit except as authorized to do so. Much tact is required in handling

APPLICATIONS FOR CREDIT

so that they can be referred to the credit man without making the customer feel that his case is held up unnecessarily. It is usually best, if the clerk can spend the time, to go with the applicant to the credit man and explain the case in a few words, simply stating the man's needs, in so far as he understands them. He should not assume to make any recommendations, however, but withdraw, leaving the customer to the tender mercies of the credit department.

The efficient salesman must give careful attention to any complaint, whether it be trivial or of more importance, remembering that the customer thinks it of some importance or he would not report it. These should usually be reported to the manager, except in cases where the clerk is certain that he is able to fully adjust the matter. The least said about competitors the better. As a rule, let them do their own advertising.

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G. W. Wolbert of Bismark read a paper on the subject of

OUR TROUBLES.

from which we extract the following:

I take it for granted that we have troubles, or we would not have these annual gatherings. It matters not whether our troubles are small or great, we all have them, and the dealer who is new in the business has probably more than he anticipated. Most troubles in this world are imaginary, few are real. There is a saying, "Never trouble trouble till trouble troubles you."

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Complaints have been made to the association about

GOODS BEING SOLD DIRECT TO CONSUMERS,

and when the matter reaches the offender's attention he says it was an error and will not occur again, or else denies the sale entirely. And the same error has been known to occur again between the same parties. Personally, I have found only one way to stop such errors and that is this; stop all buying from such houses. It will take nerve to turn down an old friend and an old house, but do it for your own good. It will give you backbone for the next fight, and also aid your neighbor.

Right here I want to say that the traveling salesman is one of your best friends. Give him your time as soon as possible, and get all the information you can out of him; in short, pump him dry and then prime him with a nice order. In doing this, "The quality of mercy is not strained, it blesses him that gives and him that receives." 'Tis all he gets in this world that really seems to make life a dream, and often an order from you will make him dream.

* * * * * * * * *

I wish to remind you that the worst competitors many merchants have are themselves. They want to sell the same brand of goods a trifle cheaper than the other store sells them. They think thereby to win trade. Or they will buy the cheaper quality of similar goods, and see how low they can sell them. Where is the gain? Possibly in time you may kill off your competitor, but have you also thought of two things which may occur; either that he may get busy after you and ruin you financially, or if you succeed in your aim, a new man may come along, take his business and drive you out?

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The big secret of making money in selling goods is this:

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TURN OVER YOUR CAPITAL FAST.

In doing this you may occasionally pay a slight advance in prices, but at the end of the year you have made more profit, as your capital has produced returns every 60 or 90 days. Many dealers have too large stock for the tributary trade. That is the secret of the jobber and his success on small margins. He turns his money over from four to eight times each year, and if only 5 per cent. margin each time, he has from 20 per cent. to 40 per cent. annual profit. You do the same. Try it.

* * * * * * * * * *

HAVE FIRST-CLASS CLERKS AND ARTISANS,

as they are your best advertisers. Don't forget also that the laborer is worthy of his hire, if he is worth having at all.

Committees.

Vice-President Emery announced the following committees:

NOMINATIONS: H. T. Helgesen, Milton; W. R. McIntosh, Bottineau; R. L. Scott, Jamestown.

PRESS: John Nuss, Grand Forks; S. D. Bostwick, Bathgate; U. S. Conn, Fargo.

RESOLUTIONS: W. H. Pinkerton, Lakota; O. A. Gallup, Edgeley; H. J. Hellekson, Fairmount.



W. H. PINKERTON, OF EXECUTIVE COMMITTEE.

THURSDAY AFTERNOON SESSION.

On reconvening after recess, in the afternoon, Vice-President Emery introduced R. A. Grim of the Michigan Stove Company, who read a paper on

INVISIBLE ASSETS

from which we make a few selections:

What we are gathered together here for is mutual benefit to find by exchange of ideas a higher level upon which to conduct business, to gain some knowledge from the more successful, and to help those whose affairs are not in as satisfactory a condition as would be desired. The commercial agencies tell us that over nine-tenths of the men who enter mercantile life are not successful. What we desire to combat is this

FRIGHTFUL FINANCIAL MORTALITY.

We see two men start into business in apparently equal conditions. In a short time conditions change; one either remains in the background or fails, the other forges to the front. I do not think there is a better source of information as to why this thing exists than the salesman who calls on those men in a regular way. He has in his mind's eye the individuality of each man he calls on, and as this man or that falls below the average he can foretell almost to a certainty the outcome. In other words, we were born with certain traits of character, certain visible assets, that fit us to be a success or a failure in mercantile life.

I think, from a financial standpoint,

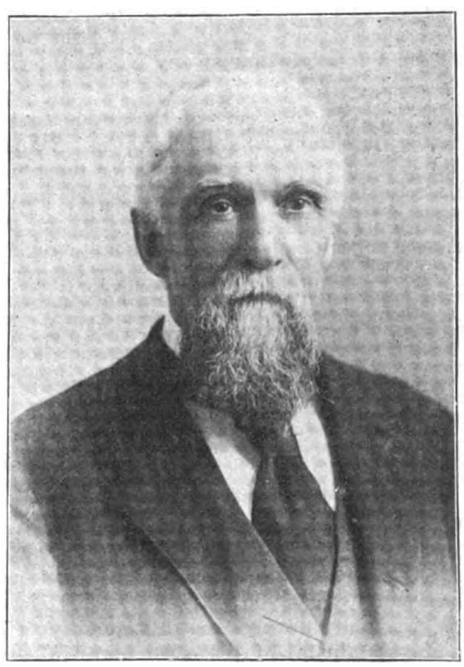
INDUSTRY IS THE STRONGEST ASSET

a business man can have. Dun or Bradstreet do not take it into consideration, but give me the industrious man with a small capital in preference to the ease loving one with larger means. The industrious man will make the most of the means at hand, and, if he is possessed with the ideas of order, will present his goods to the trade in such a way as to gain business.

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DIPLOMACY.

Another asset not down in the agency books is diplomacy. No matter how careful or how industrious he may be, if a business man is not diplomatic he cannot gain or keep friends. Every man should have his convictions and a right to his opinion, but to win friends do not thrust your opinions or convictions upon your trade. Many a man has driven away a customer by his outspoken and insistent harping on some subject that was repugnant to a part of the community in which he lived. Everybody's money looks alike when it is in the till, no matter what his religion, nationality



R. A. KIRK.

or politics may be. It may take a good deal of self control not to call some Smart Alec down, at the same time he may be contemplating a purchase of considerable magnitude that would carry a handsome profit. By being diplomatic, I do not mean that we should agree with every one, and be an Ephraim Smith, but it is always better to maintain a dignified silence upon a question that may lead to a heated argument and make an enemy.

STABILITY OF CHARACTER.

Away above and beyond all else that may go to make up the component parts of a successful business man is stability of character. This is an asset that underlies the whole fabric of our business system. When the hard times come, and the crops fail and fortune hides her face, it is the man who is known to be honest with himself and his fellow men that will fare the best. This is an asset that it takes years to acquire; it cannot be assumed, it is never a veneer to a base nature, but like the growth of a sturdy oak can only come by years of right living. It is a trait of character that generally writes itself in the countenance; the one pearl of great price that fires cannot burn or floods destroy. The possessors of the virtue of honesty are the salt of the earth.

R. A. Kirk, of Farwell, Ozmun, Kirk & Company, St. Paul, ex-president of the National Hardware Association read a paper on Jobbers' and Retailers, showing how the interests

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of both the retail and the wholesale merchants might be advanced.

JOBBERS AND RETAILERS.

Mr. Kirk spoke in part as follows, his address being listened to with interest and appreciation.

* * * * * * * * *

I assume that we will stand together on this platform:

THAT, IN THE DISTRIBUTION OF MERCHANDISE,

the best way that has as yet been devised is that the manufacturer shall sell to the wholesale dealer, he in turn to the retail dealer, and that the latter shall go to the consumer. If the manufacturer ignores this order of things and goes past the jobber to the retail dealer, or if the latter is ignored by the wholesale dealer who goes direct to the consumer, there will be trouble in either case. I urge therefore that one way for promoting mutual interests is that the wholesale house follow a strict policy of not selling to consumers. It has taken several years to work up to this line in some parts of the Northwest. The country is new, great grain and live stock ranches were established whose requirements were large, so-called stocks of merchandise in hands of the adjacent dealers were small and incomplete, and it required time to work out the problem. The solution has been complete, and I believe that for several years past there has been no ground for complaint on this score against any Northwestern wholesale house.

Now, I hold that the first part of the action that I have given is just as important, and that if the manufacturer would not go past the jobber to the retailer the mutual interests of the two parties principally concerned would, as a rule, be promoted. I do not say that there may not be a single isolated case in which the retail merchant might benefit himself by dealing direct with the manufacturer. I do claim, however, that such cases are rare, and that as a rule the retail dealer does not gain by such a policy. This is true even in staple goods, most of which are sold through the wholesale houses, and at prices as low as the factory will or really can afford to furnish them.

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ANOTHER WAY IN WHICH WE CAN MUTUALLY BENEFIT

each other is by more frequently putting ourselves into the other fellow's place. If we consider things rightly, we are closely connected with and vitally interested in each other. As you men in the retail trade prosper the wholesale man expects to prosper. When you suffer we suffer along with you. Let us accustom ourselves more frequently to look at things from the standpoint of the other man in the case. When questions of policy come up in the wholesale house let one of the first things to consider be, How will this affect the interests of the retail dealer? Or when anything harmful in the conduct of business by the retailer comes to the attention of the jobber, let it be his aim to try to assist all he can in the correction of the evil. Then, when anything occurs in their relations to which the retail dealer objects and feels like resenting the treatment which he has received from the jobber, let him take a look at it from the other side.

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Another way to secure mutual benefit is through our respective associations. I hold that, to the extent that this association of yours works for and secures your best interests. Growing out of this relation, we find that the wholesale and retail associations can and do work profitably together in combating some of the evils that jointly affect their members.

TAKE THE CATALOGUE AND MAIL ORDER HOUSE EVIL,

which I have no doubt you regard as the most pernicious one that disturbs the trade. In meeting this destructive competition the retail merchant must expect, first of all, to use his own resources to fight it. He may also expect to have all the assistance that the jobber can give him. There is also a very important part of the work in this field which can be done most effectively, and, indeed, must be done, by associations and the wholesale. The officers and executive committees of these associations realize the value of this work, and they have already accomplished some results.

PARCELS POST.

Closely related with this work in the catalogue house, I wish to refer to the work of a league that has been organized in the East called the "Postal Progress League," which has just now made itself the champion of the Parcels Post bill, which it has lately introduced in Congress. This bill is made up largely of the same features as a bill that was before a previous Congress and that failed. This bill is now backed by stronger and general interests of the country.

No argument can be offered in behalf of this monstrosity such as we all recognize in the cheap transmission of newspapers and magazines. All our people are willing that this shall be done, even at some loss, but to apply this to merchandise is a proposition that I cannot believe the American people, and especially the general public, will consent to.

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CONGESTION OF THE MAILS.

would simply be stupendous. A merchant or consumer at Portland, Oregon, for instance, in want of goods, could order, say from New York, many goods in packages of 11 pounds and less, and instead of shipping by express or freight he would use the mail. Suppose he wanted a shipment of silks weighing 100 pounds or less, he could divide the goods into, say, nine packages and pay $2,25 for what would cost him, at present express rates, exactly six times this amount, while by freight the cost would be considerably larger than this charge by mail. The government would lose several dollars in the transaction.

If this bill were to become a law we can now have no conception of the disturbances and loss the country would sustain from it. I urge you, individually and also as an association, to use your influence with your Members of Congress and your United States Senators to have them understand your determined opposition to the passage of any such bill.

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Horace Hill of Janney, Semple, Hill & Company, Minneapolis, and Mr. Young, of Hackett, Walther, Gates Hardware Company, St. Paul, heartily indorsed the position taken by Mr. Kirk in his paper, and assured the members of the association that they were heartily in favor of association work.

THE MERCHANT AND THE LOCAL EDITOR.

W. E. Davies, editor of the Minneapolis *Hardware Trade* read a paper entitled "The Merchant and the Local Editor," from which we take the following:

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Wherever the local merchants and the editor faithfully cooperate there you will find a good trading point. The merchant should patronize a newspaper for purely business reasons. His personal relations with the editor, no matter whether pleasant or disagreeable, should not be taken into consideration.

The merchant should demand that the editor publish a good paper, and circulate it as much as possible in all of the territory in which the town has a fighting chance for trade. The local merchant experiences three kinds of competition:

1. Competition among merchants of the same town.
2. Competition between towns for the trade of a certain district.
3. Competition for the big center.

The view of some merchants is so narrow and restricted that the only competitor they can see is the fellow down the street. A town with such merchants is poorly armed to fight its trade battles. Usually where the merchants do not agree the town badly disagrees.

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The experience of merchants during the past ten years has shown that the fight to hold the trade at home

GROWS HARDER EACH YEAR.

It is not always a question of price, nor yet that oft repeated argument of a "larger variety to select from." New competition always necessitates more effort. The simple fact

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that avenues have been opened whereby outside concerns can reach the local trade surrounding each town more easily than ever before, and outside concerns are taking advantage of it, makes the fight of the country merchant and the small town that much harder. Rural free delivery is here with objection and protest from the country merchant. Already the big retail interests in the big centers are following up this advantage with a demand for a parcels post. There was no good reason for opposing rural free delivery. There is a good reason for opposing parcels post. In fighting the parcels post the retailer is fighting the battle of the small town everywhere in defense of its trade prestige and its importance as a place on the map. This is ground on which the local merchant and the local editor co-operate for mutual benefit and the good of the community. There should be more of this co-operation on this very question than there is.

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EDITOR AND MERCHANT SHOULD WORK TOGETHER.

It would seem unnecessary to tell merchants they should work together for the good of the town. All of them believe in it as a principle, but when it comes to putting the thing into practice, their hatred of the fellow down the street often handicaps the work, and in the end actually damages the general trade interests of the town. Co-operation among the merchants of a town is the first essential. If they can agree on nothing else they ought to agree that more trade for the town is what they want, and they can afford to lay aside their prejudices for a time and all pull together as a business proposition.

TOO MANY NEWSPAPERS.

The curse of many towns is too many newspapers. When you have one good newspaper, stick to it and discourage efforts to start another. You may be hot at the editor and actually rubbing your hands in anticipation of seeing him defeated in the next election, but forget that for a while and think of business. What does it matter if you and the editor disagreed in the last school election, if by working with that same editor, patronizing his paper, and helping him work for the general interests of the town, you are increasing your profits by a few hundred dollars? Differences of opinion in every community are constantly flashing up and fading away, but opportunities for making money once gone never return. You are a business man; make the most of your opportunities. If two newspapers is a poor business proposition for you and your town, put your foot down on it and endeavor to persuade the other merchants—as a business proposition, remember—that one paper is enough. Put two papers in a one-paper town, and one of them will be a poor medium for your ad. The circulation of one good paper can be pushed successfully. You get more for your money. Every merchant who patronizes two papers in a town where there should be but one is actually losing a part of his advertising appropriation.

FRIDAY MORNING SESSION.

At this session Vice-President Emery presented the annual address of President H. N. Joy, which he read, as follows, in part:

PRESIDENT JOY'S ANNUAL ADDRESS.

For your information and action I desire to bring before you a brief report of the doings of the association since we last met in annual session. The year just closed has been the most peaceful and harmonious of any since our organization, seven years ago. Whether this indicates a lack of zeal upon the part of the officers to push matters brought to their attention by the members, inaction of the members in filing complaints, or less cause for them, I am not prepared to say. I am, however, of the opinion that the latter is the case.

Some few complaints continue to be made of manufacturers and jobbers selling to dealers who are not entitled to purchase Hardware and kindred lines at wholesale prices from those who depend principally upon distributing their product or merchandise through regular Hardware dealers, but complaints of this character are growing less yearly, and I think are now chiefly confined to the smaller manufacturers and jobbers. Our own State association invariably handles this class of grievances itself much more effectively than can be done through the National Association, and is entitled to all credit for anything accomplished along this line.

THE ABUSES CAUSED BY MANUFACTURERS AND JOBBERS

doing business in our territory, selling their wares to contractors at wholesale prices, still exist to a much greater extent than would naturally be expected, considering the professions of the guilty parties to the contrary; and from the experience of the past I am satisfied that it will continue unless our members bear down heavily in every instance where sales of this character are made. I would suggest that each member make it his special business to watch for violations of this kind, promptly report same to the secretary, with sufficient data and proofs to make the case stick; and if customers of the guilty house, write a personal letter to them, vigorously protesting against such methods. Never make a complaint unless you are sure of your ground, and then stand by it to the last ditch, promptly furnishing the officers with all the information they desire to effectively prosecute the matter to a final conclusion.

CATALOGUE HOUSES.

While we only are able to remedy abuses caused by manufacturers and jobbers, as heretofore enumerated, through our State Association, it is equally true that the National Association alone can help us combat the ills we suffer, on account of the ever present catalogue supply house. The business of the former is usually confined to two or three States, and they cannot afford to run up against the wishes of State Associations, but the whole earth is the field of the latter, and to accomplish anything worth while the attack must be national in its character. The most optimistic of our co-workers has scarcely held, even in his fairest dreams, that the day would soon come when the catalogue house would cease to exist, and certainly nothing has transpired during the past year to my knowledge that would lead one to arrive at such a conclusion. The shipments of goods into our own territory during the past year have not, we think, decreased in volume, but we do think that the character of these shipments has undergone a change. A marked falling off in the volume of a well-known and standard brand of goods, displaced by inferior and unknown and unreliable brands, has characterized the shipments from these houses. Manufacturers of standard brands are, through the efforts of the National associations of both jobbers and retailers, doing much to correct past evils, and are assisting retail Hardwaremen to market their product in a manner satisfactory to all. These National associations are only just fairly started along this line, and will continue their good work until nearly all, if not all, standard brands of Hardware are sold over the retailers' counters at equally low prices as quoted by supply houses.

The latest production of the master minds of these concerns,

THE PARCELS POST BILL,

whereby they enlist the assistance of the National Government, and permit it to carry their goods at a loss, is still in the balance. Our National Association is leaving no stone unturned nor allowing any opportunity to slip to defeat this measure; but "never let up" must be the slogan of all merchants, wholesale and retail, and should have the co-operation of every citizen, or their efforts to thrust this burden upon the people will succeed. Papers during the past year have been placed in the hands of every member of this association, which, if used as intended, will assist very materially in defeating this pernicious proposition. If you have not done what you can to assist in this matter, go home and do it at once.

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TRADE PAPERS.

The various trade papers' attitude toward us is in no respect changed. From week to week these friends serve up in a palatable form articles commendatory of our work, untiringly urging loyalty upon the part of the membership, and endeavoring by forcible logic to induce indifferent dealers to no longer ignore the claims of the association upon them and not expect the faithful few to always carry their burden. These efforts are pregnant with good results and are appreciated by us.

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SECRETARY BARNES' REPORT.

This was followed by the secretary's report, which in part was as follows:

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Our records show 151 good, live members, and the promise from quite a number that they will join at this meeting; so, by comparing our present membership with the available dealers in the State to draw our membership from, I believe we have much to congratulate ourselves on in this showing.

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INTERCHANGE OF IDEAS.

In the conduct of my work this year I have received a great deal of benefit from exchanging with other State Hardware secretaries printed matter that has been sent out from their different offices. This interchange was agreed to at a meeting of these secretaries in Chicago during the national meeting last March, and I trust it may be continued in the future.

REFERENCE BOOK AND PROGRAMME.

As in former years, we have issued for this meeting a programme, and included matter in it that entitles it to be termed a "Reference Book." The preparation of this book has necessitated quite a good deal of correspondence, as practically all matter contained in it has been secured through that channel. It has been the desire of your officers this year to issue a programme that would be of value to the retail Hardware trade. This issue, as you will notice, contains a selection of many of the latest standard lists of articles carried in your Hardware stock, and also other matter that it has seemed would be of value to you in your business.

To make it possible to issue such a book, we are indebted to those who have advertising space in it, and I believe we should pass resolutions setting forth our appreciation of their help.

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OUR OFFICERS.

Personally, I wish to express my appreciation of the officers and members of the association, who have always been ready and willing to assist me in the discharge of my duties, thus making my work far pleasanter while endeavoring to serve you.

The annual report of Treasurer W. H. Pinkerton showed the association to be in good financial condition, and the report of the Auditing Committee was to the effect that the books were found in perfect condition.

U. S. Conn, of Fargo, read a graphic paper on the

TRIALS AND TRIBULATIONS OF THE HARDWAREMAN,

which was reminiscent of the experience of most of the delegates present. He was followed by E. T. Davies, of Church's Ferry, who read a thoughtful paper on

KEEPING STORE IN A COUNTRY TOWN AND A FEW SUGGESTIONS ON ADVERTISING.

THE NEW OFFICERS.

Before the election of the new officers, Fargo was selected as the location for the 1905 convention, to be held during the month of January on dates to be selected later. The report of the Committee on Nominations was adopted without discussion. The following officers were elected for the ensuing year:

PRESIDENT, H. F. Emery, Fargo.
FIRST VICE-PRESIDENT, G. W. Wolbert, Bismarck.
SECOND VICE-PRESIDENT, A. C. McNiven, Langdon.
THIRD VICE-PRESIDENT, J. B. Buck, Rugby.
EXECUTIVE COMMITTEE, W. H. Pinkerton, Lakota.

At a meeting of the Executive Committee, which is now composed of H. F. Strehlow, Casselton; E. E. Elliott, Sanborn, and W. H. Pinkerton, Lakota, C. N. Barnes, who has been secretary of the association since its organization, seven years ago, and to whose efforts much of the success of the organization is due, was re-elected secretary. H. T. Helgesen, Milton, was elected treasurer, to succeed W. H. Pinkerton, who was elected to a place on the Executive Board.

Messrs. Emery, Strehlow and Barnes were chosen as delegates to the annual convention of the National Association in March at Indianapolis.

RESOLUTIONS.

The report of the Committee on Resolutions was read in full and adopted without change.

CLOSING SESSION.

The Question Box was the feature of the closing session, which was entirely devoted to it. It attracted more than the usual amount of attention. Questions on almost every variety of subjects of interest to the retail Hardware merchants were asked, and some time was taken in answering the queries, leading merchants of the State being called upon to give opinions on many of the points thus brought up.

GEM SILENT SALESMAN.

The Gem Cutlery Co., 34 Reade Street, New York, are the manufacturers of the Gem Safety Razors, advertised elsewhere in our columns. They have just ended the most successful year in their career as distributors of Gem Safety shaving appliances, and they attribute a good portion of their



increased sales to the fact that so many dealers handling their attractive productions, during the past year, added to their facilities by purchasing their "Silent Salesman," an illustration of which is given herewith, which enables the dealer to display an attractive line in so pleasantly fetching a manner as to induce a large distribution. They offer to furnish this "Silent Salesman" without extra charge to dealers handling the "Gem Safety Razors," if they will order a small assortment as enumerated herewith. They are



12 INCHES HIGH, 12 INCHES WIDE.

willing to do this because the sales are largely increased by so prominent a display of the entire assortment. The quantity of stock necessary to obtain this concession is as follows:

6 razors	$6.00
2 cases No. 1	3.00
2 cases No. 2	4.50
1 case No. 3	2.96
1 case No. 4	3.67
1 stropping machine and strop	1.22
	$21.35

SOMETHING NOTABLY APPROPRIATE.

A St. Valentine's greeting to all who love to snuggle close to Nature's Heart, consisting of a beautiful creation in water color, with a handsome 1904 bicycle girl for its center, her rosy bloom of happy health, blending with the sunshine of an opening Spring. If you want one free, just drop postal to Pope Mfg. Company, Hartford, Conn., or Chicago, Ill.

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EIGHTH ANNUAL CONVENTION OF

WISCONSIN RETAIL HARDWARE DEALERS ASSOCIATION.

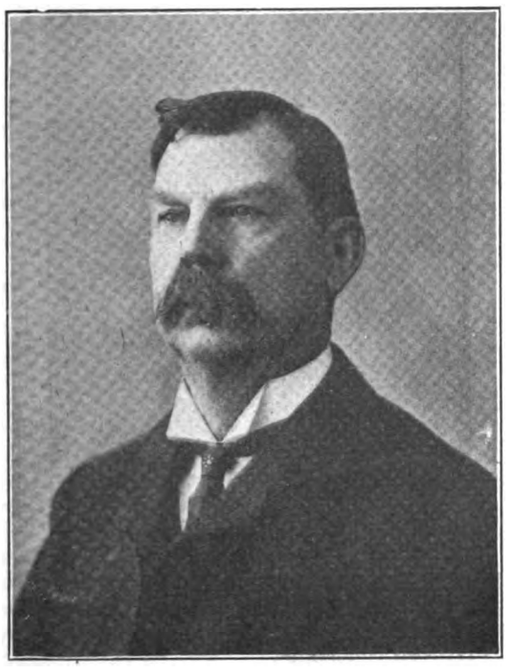
WEDNESDAY AFTERNOON SESSION.

The eighth annual convention of the Wisconsin Retail Hardware Dealers' Association, held in Milwaukee on February 3d, 4th and 5th, was conceded to be the most successful in the history of the Association. The large Convention Hall of the Republican House held in attendance over 200 interested delegates who were deeply interested in all the proceedings. The meeting was called to order at 2.30 P. M. by the president, Leon Findiesen, of Green Bay.

The roll call being dispensed with, an address of welcome was delivered by Alvin Kletzsch, president of the Citizens' League, who spoke in part as follows:

A SINCERE GREETING EXTENDED.

Through the courtesy of your esteemed secretary, I have the pleasure of appearing before you to-day and on behalf of the Citizens' Business League in particular, and the business



H. L. McNAMARA, PRESIDENT.

men of Milwaukee in general, I extend to you sincere greeting and a hearty welcome in our midst.

THE COMMERCIAL BAROMETER.

It expresses the magnitude of our appreciation but slightly when we state that we are delighted to extend to you the hospitality of our city, and that we feel highly honored to have you with us annually. We feel proud of you and the grand industry which you represent—the industry which means so much to the welfare of the entire country. Everything commercially seems to depend upon iron, and it is now conceded as being the commercial barometer of the condition of trade in general.

A BID FOR CONVENTION IN 1905.

Gentlemen, we take this opportunity to congratulate you and your officers upon your proud showing and success in the past, and we sincerely hope that your association will continue its splendid record and grow in strength and power and that the benefits that you will receive from this meeting will be many and manifold.

In departing, after accomplishing your purposes, may it be only with the pleasantest feeling for Milwaukee and a longing and desire to again assemble at the bright spot on the Eastern border of your State, which will always shine as a beacon light to attract you to its marts and trades.

Gentlemen, on behalf of the Citizens' Business League, we thank you for this opportunity, and hope the sentiment in your association may be such as to favor us again with another visit in 1905, and to that end we extend to you a cordial invitation.

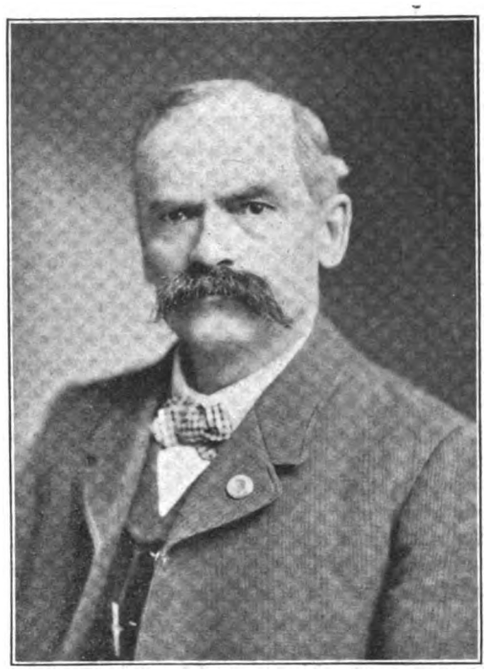
President Findiesen, in responding to this address, said: "In looking over the program I see that Mr. Kletzsch is president of the Citizens' League, and I take this opportunity to thank him in the name of the great State of Wisconsin for his kind remarks and his cordial welcome."

President Findiesen then delivered the following:

ADDRESS OF PRESIDENT FINDIESEN.

MEET FOR EIGHTH TIME.

It gives me great pleasure to greet you at this Association. We are meeting here for the eighth time to carry out the principles for which this organization stands, and I am pleased to see so many familiar faces, as well as some new ones that never met with us before. I trust that each and every one of you may become so interested and derive such benefits from this meeting that he may feel that it was well



LEON FINDIESEN, EX-PRESIDENT.

he attended, and will look with pleasure to attend these meetings in the future.

Our association is in a most flourishing condition. We have at present a membership of 300 and a nice, round sum in our treasury. That our finances are in such excellent condition, we are indebted to our worthy secretary, for it is largely through his able management in securing advertisers for our program that our treasury is enriched from year to year.

The National Association, with which we are affiliated, is doing very excellent work through its efficient secretary, and any one that reads the National Bulletin can see that it is already felt a power for good. I think we took a step in the right direction when we joined.

A YEAR OF UNUSUAL INDUSTRIAL PROSPERITY.

The year just closed has shown unusual prosperity in all industrial lines, and I trust that you may have met with abundant success in your business, and that, after taking your inventory, you found the balance on the right side of your ledger. While the business barometer for the year just begun does not indicate anything unusual, no valid reasons can be given so far why it should not be good, or even better, than the one just closed.

FORMATION OF AN INSURANCE COMPANY.

At last year's meeeting you appointed a committee of three, consisting of your president, ex-president and secretary, to ascertain the steps necessary to form a mutual retail Hardware insurance company. That committee met, and instructed your secretary to engage an attorney well versed in insur-

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ance matters to assist him. With his accustomed energy, your secretary proceeded at once to Madison, and succeeded in having the legislature, then in session, pass an act under which we could organize. It will be necessary for you at this meeting to appoint a board of directors, such as can and will serve; but as we expect a paper on this subject in which everything will be discussed fully, I will refrain from making any further comment.

INCREASING MEMBERSHIP.

Another matter that deserves your careful attention, is how to increase your membership. There are about 1,000 retail Hardware dealers in this State, and of these about 300 belong to our State Association. I hope you can devise some plan by which this desirable object can be attained.

SUGGESTS RESURRECTION OF THE OLD PLAN.

Some five years ago we succeeded in interesting the travelingmen in our cause, and I understand that through their efforts our membership was increased very materially. Then why not adopt this plan for 1904? The boys on the road are our friends, and our secretary could furnish them with a list of our membership, together with a circular setting forth the benefits, not overlooking the insurance feature, that would be derived by joining our association. I have no doubt that if this plan were followed with energy, we should increase our membership fifty per cent. in one year. But every laborer is worthy of his hire, and I would suggest that a commission be paid for every member thus secured.

FIGHTING THE PARCELS POST.

Secretary Corey of the National Retail Hardware Association makes a strong appeal to every member of this association in the last number of the National Hardware Bulletin, requesting you to write your Congressman and to enter your protest against the passage of the measure now before Congress, known as the "Parcels Post Bill;" will you do it? This is a catalogue house measure, pure and simple, and it is the duty of every member of this and kindred associations to do everything in his power to defeat this infamous bill. I express the hope, therefore, that you will not let this appeal go unheeded, but will write your Congressman to work and vote against the measure.

There are undoubtedly a number of questions that ought to receive our attention at this meeting and that may have escaped my notice; in that case I hope that each and every one of you will be free to mention anything that may be of benefit to the members of this association.

MEETINGS IMPROVE IN VALUE.

It has been my pleasure to attend three meetings of this association previous to this one, and I am free to say without fear of contradiction that the last one was always more interesting and more beneficial than its predecessor, and I venture the hope that this one will be no exception to the rule.

A TOLERANT SPIRIT SHOULD PREVAIL.

In conclusion I will say that one thing that I always found at every meeeting I attended and which pleased me as much as anything, and that is the kindly and tolerant spirit that prevailed in all of our discussions and transactions, and I venture the hope that the same conditions will prevail at this meeting. May the benefits derived from this, our eighth association meeting, be commensurate with the time and money expended, and may it assist us in solving the problems that may confront us in 1904, is my sincere wish.

Andrew Noll, of Chilton, ex-member of the association and the originator of the idea of having a retail Hardware dealers' association in the Badger State, then addressed the convention.

On motion of John Hessel, of Antigo, seconded by C. A. Peck, of Berlin, Mr. Noll was made an honorary member of the association.

Secretary Peck then announced that the Jobbers' and Manufacturers' Association of Milwaukee extended an invitation to the visiting Hardwaremen to see "Sporting Life" at the Academy of Music on Wednesday night, and "When Reuben Comes to Town" on Thursday evening, the entire Parquette of both theatres having been reserved for the Hardwaremen. The invitation was accepted by the association.

Letters of regret were read from the Montgomery Hardware Co., Wausau; Roach Bros., Fennimore, and J. Barlow, of Ripon.

Secretary Peck then read his annual report, in which he said:

SECRETARY'S REPORT.

My work has not been materially different the past year than that of preceding years. At the last meeting 193 members renewed and 36 new firms joined the assiciation. Since that time 7 more have come into the fold, but there are yet 700 for us to work on.

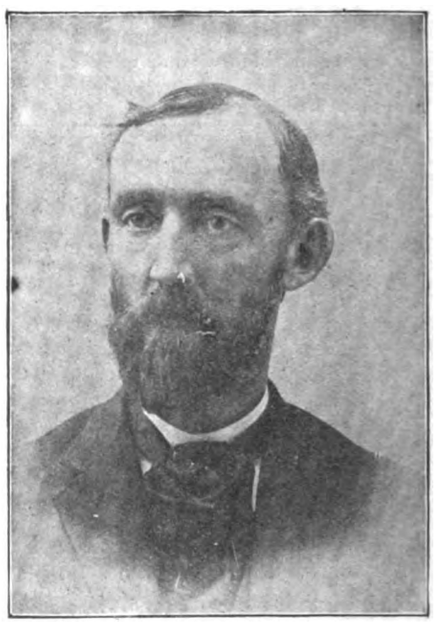
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PROSPECTS.

The prospects of the association were never brighter than to-day, and with our affiliation with over 4,000 other retailers through the National Association, we are certainly exerting a powerful influence for good to every dealer in the State.

INSURANCE.

With our insurance company doing business I trust that at least 300 of the 700 still outside, may be brought in and our influence correspondingly increased. One at least, and



C. A. PECK, SECRETARY.

probably more of our members suffered from fire during the year. E. C. Alsmeyer, of Cottage Grove, being burned out January 19, suffering a $7,000 loss, with $3,000 insurance stopped 3 railroad companies.

RETAIL PRICES.

July 23, I asked 700 dealers, in response to a request of the National secretary, to give me the prices at which they were selling certain goods. These replies showed that the claim of certain manufacturers, that retailers of Wisconsin were selling their product as low as certain catalogue houses, was entirely without foundation and I was pleased to see that so many merely replied: "We don't sell the goods, but let the catalogue houses have all of that trade."

Then following his report as secretary, in which Mr. Peck announced a balance on hand of $1,435.69, Secretary Peck then announced the following committees which had been appointed by the executive committee during their morning session:

Reception Committee—Simon Fink, Milwaukee; F. C. Burr, Milwaukee; A. Heins, Tigerton; Wm. Noll, Chilton; James Wilkie, Fond du Lac.

Transportation Committee—E. H. Ramm, New London.

A. Schupinski, Milwaukee, was appointed sergeant-at-arms.

Committee on Resolutions—A. H. Sheldon, Janesville; H. C. Scofield, Sturgeon Bay; R. C. Murdoch, Beloit.

Auditing Committee—J. Kornelly, Milwaukee; H. L. McNamara, Janesville.

Press Committee—R. C. Murdoch, Beloit; John Hessel, Antigo.

W. T. Stebbins, Rorchester, Minn., treasurer of the National Association of Retail Hardware Dealers, and one of the officials of the Minessota Hardware Dealers' Mutual Fire Insurance Co., then addressed the Association at length on the great advantages of the Mutual Fire Insurance Co. move-

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ment, on which subject he presented an exhaustive array of figures, and an interesting statement of fact, which were added to by the reading of a letter from Secretary Matthews, of the Insurance Co., showing the cash on hand January 30th to be $35,759.71 with no losses reported. A discussion and questions followed which were participated in by C. A. Peck, Berlin; O. A. La Budd, Elkhart Lake; E. C. Williams, Waupaca; Otto Schlafer, of Appleton; S. K. Burget, Taylor, and D. G. James, of Richland Centre.

C. A. Peck, Berlin, then made his report as delegate to the National Retail Hardware Dealers' Association convention held in Chicago. 1903. He said: "It is a great encouragement to any one interested in the retail Hardware movement to meet delegates from nineteen States and see such generous whole-souled enthusiasm. We held five sessions, all loaded with good. The State secretaries held a meeting and agreed to exchange printed matter. The National Association is one of the main cogs in the wheel. This Wisconsin Association is 300 strong, while the National Association is 4,000 strong. The National Association has accomplished a great deal, much of which I am not at liberty to talk about. Their secretary, M. L. Corey, of Argos, Ind., is one of the most efficient men I ever met I wish to narrate a little incident in regard to our own State work. I recently called on a new concern and asked them to join; one partner immediately said that he would, and I had my receipt book out when the other partner came along and said: 'I guess we will wait a while, as I do not see that you have accomplished much in the seven years you have been in existence.'"

The Question Box was then taken up and the contents thoroughly discussed by the delegates, among whom were C. E. Dewey, Kenosha; Leon Findiesen, O. A. Le Budde, Ray Miller, of Alma Centre; C. A. Peck, Otto Schlafer and L. E. Nash, of Centralia.

L. E. Nash, Centralia, then read a paper on

RELATION OF JOBBER TO RETAILER,

from which we extract the following:

So important a subject as the one assigned to me, with my limited experience, should have been given to some jobber, whose everyday dealings with thousands of retail dealers should enable him to speak with something like authority upon the relations that do and should exist between the jobber and retail dealer, but my interest in our Retail Hardware Dealers' Association prevents me from refusing the honor thus thrust upon me. I believe the interests of the jobbers and retail dealers are so closely linked together in the process of transferring goods from the hands of the manufacturer to those of the consumer, as to be almost identical.

RETAILER HAS THE HARDER JOB.

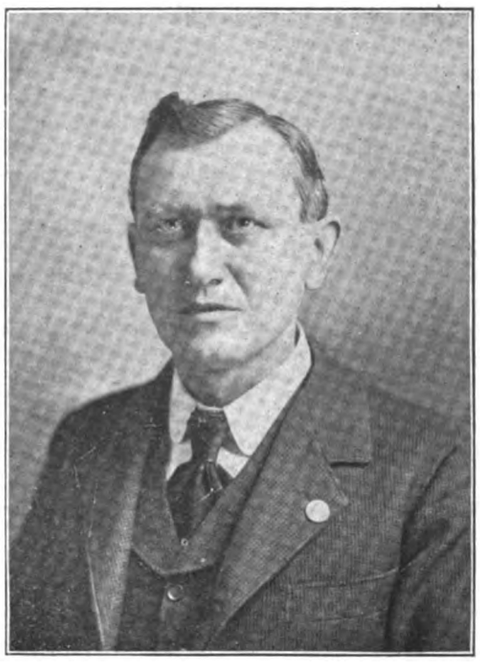
The retail dealer must succeed and make money if the jobber is to get good orders and get his pay for them. An up-to-date, enterprising retail Hardware merchant who can buy everything in his line at right prices and at the same time look after sales, credits and collections, has no small job on his hands. I think it is a much harder vocation than that of the manufacturer or the jobber.

A jobbing house has a force of experienced men for each department, with a buyer for as many lines of goods as he is capable of properly caring for, who is supposed to know the quality, reputation and price of nearly everything in this branch of trade. He can act as a primer for both the retail dealer and the manufacturer. Any complaint coming to the house from the retail dealer is referred to the sales department and the character of the difficulty is soon sifted and the jobber is then in position to bring the complaint to the manufacturer.

DAY OF LARGE PROFITS IS PAST.

The time for selling goods at a profit of 30 or 40 per cent. is past. The success of both jobber and retail dealer lies in the volume of business done. When the jobber sends you a cut and description of an article, study it well, learn all the truth about it, put it in print and go at it with as much enthusiasm as if it was the first article you ever undertook to sell. An essential point in selling goods is to learn all there is to know about the goods before attempting to describe it to the customer. Your being "loaded" makes your talk with the customer of some effect. You should also know something about similar articles kept by competitors and should develop reasons why your goods should command the buyer's preference. If you have salesmen you should outline methods for them to effectively present your goods to customers.

I am full of the idea that retail dealers and jobbers would both be greatly benefited by coming into closer touch with each other. This association has now had at least one retail dealer's ideas on the subject, and in closing I want to suggest, that next year we hear from the jobbers along these lines. They probably have given much more thought to the subject than the retail dealer and might be able to make suggestions as to ways and means of getting together for profit and the advancement of all the interests in our line of merchandise that would be wholly new to us. I would suggest that several jobbers be invited by this association to meet



O. P. SCHLAFER,
PRESIDENT OF WISCONSIN R. H. D. INSURANCE CO.

with us next year and give us the benefit of their ideas on the subject.

H. L. McNamara, Janesville, on behalf of the auditing committee, said that the funds of the treasurer had been examined and found correct. The report was approved and the committee was discharged.

The convention adjourned at 4.40 P. M.

THURSDAY MORNING SESSION.

The meeting was called to order at 10.10 A. M. W. B. Costello, of Chicago, was called on and made a brief speech, thanking the association for the honor. F. K. Cunningham, Berlin, then read an excellent paper on

THE RETAIL HARDWARE STORE,

which we shall reserve to publish in full in a future issue.

O. P. Schlafer, Appleton, Wis., then addressed the association on the subject of insurance. He said: I regard these meetings as a part of the year's business course and have not missed a meeting since the beginning. I do not know that I can say very much on the subject of insurance, but I can give my personal experience. Thirteen years agoI put up a solid brick building, the basement had 28-inch walls, the first story had 16-inch brick walls and the second story had 12-inch brick walls; the building was electric lighted throughout and there were no windows in the side walls, only in the end. For ten years I paid $10 per thousand on the building and $10 per thousand on the stock. Four years ago an insurance examiner called in and criticized the electric wiring, so I had the building rewired at an expense of over $100. My next policy called for $12 a thousand on both building and stock. In 1903, an additional call was made to these prices, my building being rated at $12; my stock at $14.60. To reduce this insurance I had the gasoline which I had previously kept in a warehouse in the rear, placed in a building built of brick especially for this purpose. This building had a heavy

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floor, 2-inch double door, and sheet iron inside and out, and I felt that it was amply sufficient to secure my reduction of the $2.50 per thousand which I had to pay gor a gasoline permit. The insurance man said that in order to secure this reduction I would have to have fire shutters on the second story of the warehouse, next to this gasoline building. I simply said that he could either take off for the gasoline permit or cut out my insurance altogether, and the outcome of the matter was that we were insured without the gasoline permit. This shows that the insurance companies are not so rigid as they pretend to be. The total expense of the Minnesota Association in losses is only 38 per cent. of their total income. A Hardware risk, is I believe better than a dry goods risk, or a grocery risk, as the goods are less inflammable. Statistics of old line companies show that the premiums paid to the companies 35 per cent. is charged up to losses. Where does the 65 per cent. go? Some goes to agents, some to officers and some to adjusters. If we can do as well as Minnesota has done, I see no reason why we should not organize an insurance company of our own. We use fire extinguishers in our store and we never had a dollar's worth of loss until six weeks ago, and this was a trifling one. By ordinary precautions you can largely eliminate fire risks. I think we can do nothing to prolong the life and increase the interest in our association as starting an insurance department.

The next thing on the program was the election of officers, Messrs. Kroncke, Jacobs and Cunningham being appointed tellers. The following officers were elected for the ensuing year:

President—H. L. McNamara, Janesville.

Vice-President—Ralph Burtis, Oshkosh.

Secretary-Treasurer—C. A. Peck, Berlin.

E. H. Ramm, New London, was elected a member of the Executive Committee to succeed himself, and W. H. Busse, of Milwaukee, was elected a member of the Executive Committee to succeed J. Kornelly, Milwaukee.

R. C. Murdock, Beloit, made a suggestion that all interested in the insurance feature should induce the Hardwaremen not present to take this insurance.

The convention adjourned at 12.20 A. M.

THURSDAY AFTERNOON SESSION.

The Thursday afternoon session was called to order at 2.15 P. M. Charles L. Burch entertained the convention with a dialect recitation. H. M. Gay then showed his Hardware museum to the extent of a door bolt 250 years old and also an English level.

Chairman A. H. Sheldon, Janesville, of the Resolutions Committee, then presented the usual resolutions of thanks to the press and others, which were adopted unanimously.

John Wilke, of Fond du Lac, then read an interesting paper on

GOOD WILL AMONG HARDWAREMEN.

He was followed by A. T. Stebbins, Rochester, who delivered an address as follows, which was listened to with close attention and met every mark of distinguished favor. He said:

The object of these associations is to help ourselves. I came here for a heart to heart talk. I represent the National Association, being an officer of that body. The National Association is made up of representatives of the different State Associations. If the State Associations prosper then the National Association prospers. You must go away from here with the impression that you are a part of this organization. To present matters of retail interest to the jobber and to the manufacturer is an easy matter and can be done better from a national than from an individual standpoint. This is illustrated by the meeting we had last May with the jobbers. We had an excellent meeting, being in session with them for three days, and the right hand of fellowship was extended to the retail trade. The matter of manufacturers who sell their goods to catalogue houses was brought up. We had seen jobbers go past retailers in order to sell to consumers, and we are just beginning to wake up in the matter. We laid this question before the jobbers and they met us in a friendly spirit. It was generally recognized that a legitimate channel of trade was from the manufacturer to the jobber, the jobber to the retailer, from the retailer to the consumer. And each and all present promised to help remedy these evils. We put the question to them like this, a catalogue house buyer approaches a buyer whose annual output is a million dollars worth of goods and says to him, suppose we buy a million dollars worth of goods what is your price? and the manufacturer gives him a low price, and the consequence is we see the goods listed in mail order catalogues at a price we cannot meet. What shall we do? Is not the best thing we can do to handle other goods? Suppose we tell this to the traveling salesman and he in turn tells it to the jobber; then when the manufacturer goes to the jobber, the jobber tells him I do not want your goods as the retailers do not want them. A few cases like this ought surely to convince any manufacturer that it is to his interest to use legitimate channels of trade. We found one manufacturer who said that he saw no reason that the retail trade could not handle his goods at a profit at the rate at which they were quoted; the retailers could meet catalogue house competition and still make 7½, 10 or 12½ per cent. this manufacturer said. We can. This led to a discussion as to what retail profits should be, and it was agreed that they should be 20 per cent., because there are very few places, and those are exceptionally well located, where a retailer can make a living in the Hardware business and take less than 20 per cent. of the gross profits. It was generally felt at this meeting that the interest of the retailer and the jobber were identical.

I have tried to start a local association. We formed a merchants' association in our town. This was brought about in the first place by some merchants handling trading stamps while others did not, and in our case, trading stamps proved a blessing in disguise. Every merchant in Rochester, fifty-seven in all, are members of our merchants' association. We have a list of people who do not pay their debts. If an account is not paid, we write the delinquent a letter stating that if the account is not paid by a certain date, his name will be reported to every merchant in town. This system of collection beats any lawyer. By means of a booklet we talk to out-of-town customers and show them why we can sell cheap. Farmers are organizing everywhere. The interest of the farmer is the interest of the merchant. Jim Hill said recently that the interest of the men located along his line was his interest. When we learned that the farmers in our vicinity were about to organize, we wrote them that we would furnish them with a hall for their meetings and our secretary would help them in correspondence, etc. We will have a meeting of the farmers next month.

I wish to emphasize our duty to the traveling men. I have been too hard on traveling men. They are our allies. They bring us prices, information, etc., and do us a world of good. We should do what we can for them and send them away with better feelings. I wish to say a word on the subject of loyalty. While we are not organized for boycotting, each and every member should report every violation of the resolutions, for if they do, it will go before 5,000 Hardware dealers. We should have 15,000 members. When we can get anything we want. You have seen a pamphlet here containing the speeches of Mr. Corey and Mr. Bogardus before the National Hardware Association at Atlantic City, in November last. This was the greatest step that we have taken. The president and the secretary of the retailers were recognized by being allowed to present their case. They talked to the manufacturers and to the jobbers. Their speeches were ordered printed and a copy was ordered sent to every member of Congress. These speeches are certainly masterly handling of questions of vital importance. The parcels post is communism. It is only a stepping-stone, Mr. Cowell says, from this; the United States will own the railroads, etc. We are making history and making it fast. Capital was organized; then labor. We are at the tail end, but by asking for what we can get, we can accomplish much.

President McNamara, Janesville, said: I thank you in behalf of the association for your remarks. We can all go home and remember parts of Mr. Stebbins' speech for the rest of the year.

Mr. McPherson, Oshkosh, read an excellent paper on

RETAIL MERCHANT AS AN EDUCATOR,

founded on his personal experience, and was listened to attentively. Additional contents of the Question Box renewed that interesting subject.

(Continued on page 58)

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THE CULTIVATION OF INVENTIVE GENIUS.

Thomas Coldwell, of the Coldwell Lawn Mower Company, Newburgh, N. Y., is strongly interested in having the Board of Education of Newburgh, N. Y., take up the subject of "The Cultivation of Inventive Genius," by offering prizes to stimulate inventive genius among the pupils of the Newburgh schools.

By invitation of the Committee of the Board, having the subject in charge, Mr. Coldwell was invited to address the students of the Newburgh Academy, which he did on January 7th. He delivered an exceedingly practical address on the occasion, which was listened to with interest and close attention. We make a few extracts from the same herewith:

* * * * * * * *

I have been asked by your committee who have the matter in charge, to talk to you a little while this afternoon on a subject which, so far as I know, is entirely new in public school education. I know of no better name for it than that which has already been largely used in the public press, which is "the cultivation of inventive genius." Can it be cultivated? The question has been asked me a number of times since this subject has been introduced to the public through the press if boys and girls can be taught to invent. I claim that they can, and that inventive genius can be taught, encouraged and cultivated just the same as the genius for any other study. Webster defines the word invent to mean to discover commonly by study or inquiry; to find out, to devise, to contrive or produce contrivance of that which did not before exist. I am aware that it is the general impression that inventive geniuses are born with this special gift and the inventions they produce are simply the natural product of their braine, which comes spontaneously without any particular effort or study on their part. This is a mistaken idea, for inventors as a rule have been the greatest students and the hardest workers in the line which they have chosen for a display of their ability. In fact in order to be a successful inventor he must be thoroughly acquainted with the state of the art to which his proposed invention pertains.

THE SCOPE OF INVENTION.

Many people have the idea that inventive genius is only applicable to mechanics. This also is a very wrong idea, for I believe that inventive genius can be successfully applied to any profession or duty in life. For instance, I met one of the professors in the Hartford Public Schools, who said he had adopted the plan which your Newburgh Board of Education has adopted, of giving prizes to his pupils for the best inventive genius shown in the presentation of their several lessons and problems about which you understand better than I do. He said the plan worked well as it taught the pupils to think, which is simply another word for invent.

Your teachers and your superintendents and Board of Education are continually displaying their inventive genius in devising new plans and improvements in the line of education that will help them the more successfully to carry out this great educational work and better prepare you for the great responsibilities of life for which all education is intended. I am of the opinion that the great progress that has been made in the line of public education during the past fifty years gives conclusive evidence that inventive genius in public education, in its devising new lines and new methods, for carryng on the work, shows as great progress as any other line of invention.

* * * * * * * *

HOW TO INVENT.

The Board of Education of the City of Newburgh in order to encourage and cultivate inventive genius has concluded to introduce it as a new line of study in the public school and to give special encouragement to its development, have offered a number of prizes ranging from $10 down to be distributed amongst the pupils who take up this line of education according to the merit of their invention or suggestion. It is my particular purpose today to explain this matter more fully in order that you may begin the work intelligently and to make it more clear. I have divided it under two heads. One is inventions, the other suggestions. While they are practically the same, I think it simplifies the matter very much to class them in this way. First a suggestion would refer to any new or useful improvement. It might be of such a nature that it could not be made into a definite working form, like a sewing machine or a clock, or other inventions that pertain to mechanics, yet it may be some new and useful plan for doing something better or quicker, which can be fully explained in writing. For instance, some boy might suggest doing certain work in the manual training school that would be new and useful, and he could fully write out and explain his ideas that would thus be in the form of a suggestion to those who had the matter in charge so that they could put it into practical use, and yet you would readily see it is something that could not be made up into a machine or demonstrated by a mechanical drawing. It would simply be suggesting such an improvement. There are hundreds of ways about school and educational matters where new and useful improvements could be suggested, many of which might be overlooked by your teachers and other officials of the school.

* * * * * * * * *

VALUE AND IMPORTANCE OF INVENTIONS.

Some one has said that the man who causes two spears of grass or two leaves of corn to grow where one previously grew, is a public benefactor, and deserves the approval of his fellowman. You have probably never stopped to think of the fact that one man can only perform the physical labor of one man, and yet you will readily see that if he can devise some means or invent some plan or machine by which he can do double the amount of labor in the same time, that in so doing he has doubled his value to himself and the world. If you measure his ability and capacity by money value, if he has been previously earning $1 a day, he is now worth $2 a day. You will also readily understand at the same ratio if he can invent something that will enable him to do the work of one hundred men, he will be worth $100 per day.

* * * * * * * *

I know the question is often asked if such an invention would not throw eleven women out of employment who previously made their living by the needle. It would seem so at first thought, but the fact is that dress makers are always busy and sewing machine operators are always in demand, and women in this branch of industry are receiving more than double the pay they received before sewing machines were invented. This gives conclusive evidence that the laborers have been really benefited by the invention.

* * * * * * * *

These inventive geniuses have made it possible to cross the ocean in less than six days by replacing the old sailing packets with their tedious long trips of weeks and sometimes months, by the fast and splendid lines of steamships which cross the ocean with about as much ease and regularity as the ferry crosses the river.

They have made it possible for us to go to San Francisco in four or five days by replacing the old canal boats and stage coaches, with finely equipped vestibuled trains with every comfort and convenience for the journey. They have given us the telegraph and telephone, which enable us to sit in our homes and talk to our friends in New York or Chicago or dictate a message to a friend in London or Paris or any other part of the civilized world.

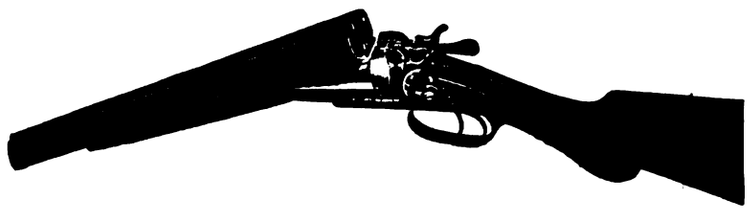
Their inventions have enabled us to open up new territory and develop our vast resources in one-tenth of the time we could have done it formerly, and much more efficiently.

* * * * * * * *

Don't think for a moment that the field of invention has been worked over. The field is getting longer and broader

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Double, Hammer Guns retailing at a moderate price, are preferred because of their wearing and shooting qualities,

THEY HAVE THE REPUTATION OF

"STANDING THE RACKET."

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313-15 BROADWAY New York.

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every year. I believe it will continue to do so. I believe there are greater inventions and discoveries hidden away in the future than has ever been revealed in the past. Inventions are like gold hidden in the earth and it is only waiting for the prospector to dig it out from its depths and bring it to the surface that it may add wealth and honor to the fortunate prospector and give greater prosperity to the world in general. Some boys are probably attending school to-day who will have their names written on the monument of fame with those of Watt, Stevenson and Morse and Edison and Marconi as the great inventors of the age in which they live.

I fully believe that any boy here who will start out with a full determination to invent something in any particular line, and if he will devote his mind and study to it, he will eventually succeed. At least he will succeed to the same extent and in proportion that he would in any other study to which he devoted his energies. You may not all be an Edison or a Watt, a Stevenson or a Howe, but you surely will invent something and you will certainly make yourself worth more to yourself and the world than you otherwise would be.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JAN. 18, 1903.

356,115. Door Check, E. Frothingham, Boston, Mass.

356,143. Sash Fastener, F. D. Livingstone, Springfield, Mass.

356,166. Combined Siding Bracket Gage and Compass, J. M. Shanklin and J. E. McBeil, Sandoval, Ill.

356,214. Bit Stock, H. Smiley, Boston, Mass.

356,241. Gas Pliers, W. P. Dahl, Minneapolis, Minn.

356,253. Shears, W. E. Lant, Lancaster, Pa.

PATENTS ISSUED JAN. 19, 1904.

749,751. Safety Razor Frame, A. W. Scheuber, Hoboken, N. J.

749,910. Self-Closing Faucet, E. L. Walter, Scranton, Pa.

749,940. Mop Holder, C. Morgan, Freeport, Ill.

750,054. Fishing Reel, R. L. Hunter, Minneapolis, Minn.

750,163. Jar-Sealing Wrench, L. D. Burlingham, Warren, Ohio.

750,182. Reversible Screw Driver, Z. T. Furbish, Philadelphia, Pa.

750,183. Ratchet Tool, Z. T. Furbish, Philadelphia, Pa.

750,189. Hand Plane, E. Haydock, Manchester, England.

PATENTS EXPIRED JAN. 25, 1904.

356,442. Tubular Lantern, C. Bergener, Rochester, N.Y.

356,483. Trunk Caster, J. Loos, Freeport, Ill.

356,492. Pinchers, V. Morrill, Jersey City, N. J.

356,540. Hand Vise, S. Joel, New York, N. Y.

356,566. Combined Oil Can, Wrench and Tool for Bicycles, D. C. Wilgus, Los Angeles, Cal.

356,620. Tack Driver, F. Chase, Boston, Mass.

PATENTS ISSUED JAN. 26, 1904.

750,287. Lifting Jack, L. C. Kimberly, Circleville, Ohio.

750,344. Multiple Baking Pan, A. E. Bronson, Cleveland, Ohio.

750,354. Mop Wringer, C. S. Fowler and F. C. Wetzler, Toledo, Ohio.

750,397. Stropping Machine, A. W. Scheuber, Hoboken, N. J.

750,420. Sash Fastener, J. Anderson, Seattle, Wash.

Not long ago a telegraph operator found the words "orate fratres" in a special dispatch about the "praying brothers." It is not definitely known whether the telegraphist or the compositor attempted to translate the words but it is certain they appeared in a paper as, "Oh, rats, father!"

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REVIEW OF THE MARKETS.

WIRE NAILS. The crowded condition of the mill order books begins to inspire a feeling of doubt about specified deliveries being made on time. The business has been exceedingly active and the prospect is good for a short supply that might instigate an advance in price. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York. There is an increasing demand in the local market, mostly for small lots from store, although orders for future delivery from larger purchasers have been more frequent. Quotations are as follows:

Single carloads	$2.05
Small lots from store	2.15

CUT NAILS. At the meeting of the Cut Nail Association, held on February 4, the quotations established for January were reaffirmed for February. The demand is reported as being an active one, based principally on deliveries to apply on orders previously booked by the jobbing interest. The mills have been quite prompt on deliveries. On either Steel or Wire Nails, with no discrimination as to localty, quotations are as follows:

Carload lots	$1.70 base
Less than carload lots	1.75

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand is a limited one and for immediate requirements. Quotations are as follows:

Carloads on dock	$1.84½
Less than carloads on dock	1.92½
Small lots from store	2.00

BARB WIRE. The trade has been rushing in orders on this line, until it becomes a question whether prompt shipments on specified dates will not become doubtful. Some of the mills already report being behind orders considerably. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE. There is a large business being done by the mills on this leading staple. The dealers are evidently preparing for an anticipated business of good volume. Quotations are as follows, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90
Less than carloads	2.00

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

NUTS. At a meeting held January 19, the manufacturers of Nuts reaffirmed the prices adopted two or three months ago as follows:

	Off List.
Hot Pressed Square Nuts, blank or tapped	$6.00
Hot Pressed Hexagon Nuts, blank or tapped	6.50
Cold Punched Plain Blank Square Nuts	5.10
Cold Punched Plain Blank Hexagon Nuts	5.60
C. T. and R. Blank Square Nuts	5.30
C. T. and R. Blank Hexagon Nuts	6.00
Cold Punched Plain Tapped Square Nuts	5.10
Cold Punched Plain Tapped Hexagon Nuts	5.60
C. T. and R. Tapped Square Nuts	5.30
C. T. and R. Tapped Hexagon Nuts	6.00

The manufacturers uniformly reported an improved feeling among the trade, and all regarded the outlook for business as exceedingly good.

HATCHETS AND ADZES. The manufacturers of Hatchets and Adzes have recently formed a combination which includes the leading makers of these goods. After a full agreement, the following list has been decided upon as a standard list in future. The regular list on general grades will be found that which has formerly prevailed; but full polished grades have now a uniform list, instead of the varying lists and discounts which were frequently used. The discount on first-quality goods to the trade generally is 40 per cent., the list being as follows:

PRICE-LIST OF HATCHETS.

No.	Bronzed. Per dozen.	Full polished. Per dozen.
Shingling.		
0	$7.50	$10.00
1	8.00	10.50
2	8.50	11.00
3	9.00	11.50
4	9.50	12.00
Half.		
1	8.50	11.00
2	9.00	11.50
3	9.50	12.00
4	10.00	12.50
Claw.		
1	9.00	11.50
2	9.50	12.00
3	10.00	12.50
4	10.50	13.00
Lathing.		
0	7.50	10.00
1	8.00	10.50
2	8.50	11.00
3	9.00	11.50
Barreling.		
0	7.50	10.00
1	8.00	10.50
2	8.50	11.00
3	9.00	11.50
Broad Hatchets.		
1	10.50	13.50
2	11.50	14.50
3	13.00	17.00
4	14.50	18.50
5	16.50	20.50
6	18.00	22.00
7	19.50	24.50
8	22.00	27.00
New England Pattern Broad Hatchets.		
0	10.50	13.50
1	11.50	14.50
2	13.00	17.00
3	14.50	18.50
4	15.50	20.50
5	19.50	23.00
6	22.00	26.00
7	23.50	27.00
8	25.00	28.50

Adzes are to be sold at the following net prices:

Net Prices for Adzes.

	Per dozen.
Carpenter, Half or Full Head, 3-4½ cut.	$10.50
R. R., Half or Full Head, 5-6	11.10
R. R., Soft Head, 5-6	10.85
Ship Carpenter, Plain	13.20
Ship Carpenter, Lipped	16.00

CARRIAGE BOLTS, MACHINE BOLTS, ETC. A meeting of the manufacturers of Carriage Bolts, Machine Bolts, Coach Screws, etc., was held January 20, and the revised prices given below were established. The following discounts were

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adopted as representing the prices recommended for the trade in general, the usual extras to large buyers being agreed upon. Terms, 60 days, or 2 per cent. discount for cash in 10 days from date of invoice:

Common Carriage Bolts, ⅜x6 and smaller and shorter	75 and 10
Common Carriage Bolts, longer and larger than ⅜x6	75 and 5
Machine Bolts, ⅜x4 and smaller and shorter	75 and 15
Machine Bolts, longer and larger than ⅜x4	75 and 10
Machine Bolts with C. T. and R. nuts	70 and 10
Bolt Ends	75 and 10
G. P. Coach Screws	80
Cone Point Lag Screws	80 and 5
Skein Screws	80

AXES. The leading axe manufacturers have for a long time been desirous of forming a combination among themselves that would succeed in making axes a more remunerative article to produce, and the prices at which the combination would agree upon should be controlled and limited by this organization. This arrangement has at last been perfected and circulars giving more complete information as to details will soon be in the hands of the trade. While the principal object has been to get a more remunerative price for the goods, various changes in the methods of marketing the same, it is understood, will be adopted, that will create differentials as to prices and terms for each branch of the trade. The year has been divided into seasons, the first commencing with February and March, and the last ending with the three months that close the year. Prices will be made for each season to apply only to that season; goods bought must be delivered during the season selected; thus making it possible to advance prices for the succeeding season and maintain them. Instead of selling a wide assortment of weights at a single established price for the group, which has been the custom for many years, each different assortment will have its own advance on the base price established. The warrantee on axes has been abolished and thus a great cause for discussion is wiped out. It is given out that the base price to retailers on single bitted axes of first quality will be $6.50 per dozen, the base price on double bit to be $8.50, but definite announcement of the whole scheme will soon be promulgated for the information of the trade.

CORDAGE. Trade is extremely moderate, and prices are fairly well maintained. Second grade Manila ½ to 1 cent per pound lower. The usual rebate of ¼-cent per pound being given to carload buyers:

Pure Manila, 7-16 inch and larger	11½@12
⅜ inch	12 @12½
½ inch and 5-16	12½@13
Pure Sisal, 7-16 inch and larger	9¼@ 9½
No. 2 Sisal, 7-16 inch and larger	8¼@ 8½
⅜ inch	8¾@ 9
½ inch and 5-16 inch	9¼@ 9½
Lath Yarn, Medium and Coarse	8½@ 8¾
Jute Rope, No. 1	6½
No. 2	6

LINSEED OIL. Under date of January 27, the following advanced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The unusual severity of the Winter is having some effect on trade, and yet we cannot but feel that in the long run the effect will be beneficial. Of course, outdoor work is temporarily suspended, but the demand for Winter goods in the Hardware line has been very heavy, and it has been almost impossible to keep on a stock of Snow Shovels, Ice Creepers, Sidewalk Cleaners and such goods. We understand that the retail trade have also cleaned out their stocks of Skates, etc., and it seems reasonable to look for an active demand for Spring goods as soon as Winter leaves. The markets are in a mixed condition, but the prices of most goods are remaining steady, while a few show some signs of weakness, and these are probably balanced by some changes decided on other lines. Cotton goods are, of course, out of sight, and Braided Sash Cord, Working Gloves, and Chalk Lines, and Cotton Rope are all advancing rapidly, considering the cotton market, and the same tendency is strongly manifested in Horse Blankets which have already advanced over last year's figures, with possibilities of much higher figures before Fall. On the whole, the market seems to justify buying freely for present needs, and the trade generally seems to share this opinion, as shown by the well assorted orders received. The sale of Wire Nails and Wire during the last few weeks have been very heavy, despite the advance made a few days ago, and there seems to be a feeling that still higher prices may be announced shortly. BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

Trade seems to be in a waiting condition; orders for immediate shipment are not good, but orders for future shipment seem to hold up well, showing that anticipations are good. The agricultural population has not been seriously effected as yet by the strain in Wall Street, but its serious effect on commercial centers, and the great depression in the iron and steel trade, are gradually having its effect. There have been very few declines in finished Hardware, and where lower prices are offered, the indications are that it comes from an anxiety to sell, rather than a lower cost. The usual decline on stocks of goods has been far less than usual in a depression; the same influence that prevented extreme prices, has prevented extreme declines, which has saved many from bankruptcy. It is difficult to estimate the probabilities of the future, but it is reasonably supposed that politics, floods and fires will not prevent the majority of people from attending to their own business, and this will keep the country safe. If our great combinations must go through the process of receiverships and reorganizations the great railroad interests have, they will nevertheless end in benefit to the community. Readjustment may be a blessing in disguise, as too much prosperity tends to make us forget that economy is an essential to national progress. The backbone and heart of the country are sound, and the agricultural population was never in better condition.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

Our long drawn-out Winter took a fresh grip the past few days and so did everybody else. It is cold enough to freeze door knobs off. I noticed an iron dog the other day and his hair was all frozen off. He couldn't even wiggle his tail. Now on top of all this trouble, the ground hog got out to see his shadow on the 2d. One thing is certain, if he did not crawl back into his hole quick and plug it up, he won't ever come out again, as he would freeze to death. With all these drawbacks, trade is very good for this time of the year. Orders for prompt and future shipments are liberal. The latest combination is the Hatchet Combine. Manufacturers put themselves in the hands of Mr. Parks and, of course, it did not take very long to Hatch-it. We think, however, that there are several other "Hens on" that will soon turn out large, healthy broods, and some of the combination eggs will never leave the nest. We will gladly welcome Robin Red Breast or any other messenger of Spring, as Winter is getting tiresome. THE SMITH BROS.' HARDWARE CO.,
J. H. SMITH.

THE DAVENPORT TRADE.

Two advances in quick succession made by the American Steel & Wire Co. have stimulated the demand for their products, and doubtless will effect other lines of goods favorably. It is too early in the season to forecast trade conditions, but there is no known reason why there will not be the usual amount of Hardware distributed the coming season from Davenport.

SICKELS, PRESTON & NUTTING CO.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

THE SAN FRANCISCO TRADE.

The first month of this year is mentioned by the trade without a dissenting voice as having been an exceptional January for good business. But California is not all alike. In its eight hundred miles of lengthwise expanse a diversity of conditions is the rule. For instance, while this section of the State and Northern California are not suffering for rain, but would welcome a good downpour, the southern portion is in deep distress because of the lack of moisture, and on Sunday, the last day of the month, all the churches in Los Angeles, both Catholic and Protestant, dispensed with the usual sermonizing services, devoting the time to prayer for rain.

Nearly every member of the San Francisco Retail Hardware Association made enough last evening, February 1st, to pay his year's poll tax. Nearly every member was in attendance at the association's monthly meeting, and by virtue of the novelty by-law adopted last month received $2 apiece for attendance. The membership is loyally all right, pay their dues promptly, but have been so derelict in attendance at meetings that the few faithful ones in this particular who sincerely wished that all members should attend all the meetings and know what was going on, concluded to see what effect there might be in the $2 by-law.

The trade feature of interest in Middle and Northern California within the last fortnight was the sixth annual meeting of the Pacific Retail Hardware Association held in Sacramento January 20 and 21. This convention was attended by 65 of its membership, an unusually large turnout, and many visitors, representative of the San Francisco retail trade and jobbing houses, were there, and the liveliest sort of discussion was had, but it is not for the world to know, so the trade papers' correspondents were instructed.

But it is allowable to report that the Parcels Post Delivery question drew out almost unanimous opposition, being looked upon as inimical to the trade houses, and most in interest of mail order houses. However, it was referred to a committee of seven, with power to pass upon the proposed law and express the views of the association.

The question of trading and peddling wagons was debated at length and the Executive Committee instructed to petition the next Legislature to lay a heavy license tax on such business.

The convention fixed upon Stockton as next year's meeting. Marysville had been decided upon, but the Stockton Hardwaremen desire to come into the association and it was thought best to switch from Marysville to Stockton to surely nail the Stocktonian candidates.

President White and Secretary Boyd, of Marysville, and all their associate officers of the Pacific Association, were re-elected for the ensuing year. And then the happy time ended as the roosters were crowing on the morning of January 22, the more melodious music and banquet of the first order being supplied for the closing occasion by the Hardwaremen of Sacramento, accompanied by the Mayor of the city.

Relations between retailer and jobber was the feature topic of discussion at the late spirited meeting of the fifth annual convention of the prosperous Washington State Retail Hardware Association held at Whatcom, and because of the fact that a considerable number of the membership are so far away from Whatcom, the association's adopted place of meeting, a motion carried to form branch associations at Seattle, Olympia, Spokane, North Yakima and Walla Walla, each to have a vice-president. Following are officers elected for ensuing year: President, H. D. Cowles, Whatcom; vice-president, Walter M. Olive, Mission; secretary, A. C. Blake, Munro; treasurer, J. M. Cochran, Snohomish; executive committee, the foregoing officers and F. A. Ernst, of Seattle.

Travelers for the trade just returned from the State of Washington report J. B. Hill's Hardware store at Ephrata purchased by C. Lewis, the Pullman Hardware Company at Pullman incorporated, the Wm. Meyer Hardware store at Goldendale sold to H. N. Frazer, the Wm. Johnson & Sons' Hardware store at Freewater sold to C. A. Wright, the Hale-Gill Hardware Company at Garfield incorporated, that G. A. McCrea of Chewelah has quit paying rent, having removed his fine stock of Hardware into his new brick building, that the Seattle Hardware Company has increased its capital stock of $1,000,000, fully paid up, and is negotiating the erection of a seven-story brick and iron building to cover an area of 120x233 feet, with a railroad connecting track entering the building, and that their business henceforth will be strictly wholesale Hardware, also that the Schwabacher Hardware Company, Schwabacher Brothers & Co., and Schwabacher Dock Company, all of Seattle, presented each of their employees with a royal holiday turkey, the total weight of the birds aggregating a little more than the heft of two tons of pig iron. INDUSTRIAL PRESS ASSOCIATION.

THE NEBRASKA RETAIL HARDWARE DEALERS' ASSN.

We present below the official programme of the third annual convention of the Nebraska Retail Hardware Dealers' Association to be held in Omaha February 9th and 10th.

PROGRAMME.

FIRST DAY, TUESDAY, FEB. 9—10 A. M.

Meetings will be held in Commercial Club rooms, Board of Trade Building, 16th and Farnam Streets.

The morning will be devoted to registration, payment of dues, initiation of new members, and such preliminary work as will be necessary for the afternoon and succeeding business sessions.

FIRST DAY, TUESDAY, FEB. 9—2 P. M.

Meeting called to order by the President, C. A. Peterson, Oakland.
Invocation, Rev. T. V. Moore.
Address of Welcome, Mayor Moores.
Response, Nathan Roberts.
President's Address, C. A. Peterson, Oakland.
Roll Call by the Secretary.
Appointing Committees on:
Entertainment;
Press report;

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

Finance;
Resolution;
Question Box.
Reading of Minutes.
"Insurance," by H. J. Hall, Secretary, Lincoln.

FIRST DAY, TUESDAY, FEB. 9—EVENING SESSION.

Association in hands of Entertainment Committee.
Meeting place, Commercial Club Rooms, 7.30 p. m.
Omaha by Electric Light.

SECOND DAY, WEDNESDAY, FEB. 10—9.30 A. M.

Secretary-Treasurer's Report, H. J. Hall, Lincoln.
Address, "Parcel Post Bill and Practical Results of Retail Association Work in the United States," M. L. Corey, National Secretary, Argus, Ind.
What We Know About Local Organization, J. F. Goehner, Seward.
Paper on "Hardware Profits," H. Henke, Jr., Grand Island.
Paper, "Our Competitors and Our Profits," Max Uhlig, Holdrege.
Report of Committee and Opening of Question Box.

SECOND DAY, WEDNESDAY, FEB. 10—2 P. M.

Report of Committees.
Paper, "Necessary Factors for Success in Retail Business," C. H. Rudge, Lincoln.
Paper, "Advertising," J. C. Cornell, Ord.
Paper, "Building Up Our Organization," M. A. Hargleroade, Holstein.
Miscellaneous Business.
Election of Officers.
Adjournment.

THE PETERS CARTRIDGE COMPANY'S ANNUAL REUNION

The annual reunion of the salesmen and demonstrators of the Peters Cartridge Company, which was held in Cincinnati January 11th to 15th, was the largest gathering of ammunition salesmen and expert shooters ever assembled. The meeting was, of course, held primarily, for the discussion of business matters, it having been found by experience that this week of personal contact is of immense advantage both to the men on the road and those in the head office in handling the business of the ensuing year. In addition to this, however, the company had arranged a programme interspersed with pleasant and entertaining features designed to make the week highly enjoyable as well as profitable.

The annual banquet was given at the Business Men's Club on Thursday evening, January 15. This was a most elaborate affair, covers being laid for seventy persons. The tables were handsomely decorated and suitable music was rendered during the several courses. The menu was quite novel, embodying in a prominent way the letter "P," the trade-mark of the company, and was all that the most exacting taste could desire.

O. E. Peters was Toast Master and delivered the opening address. He thanked all those connected with the company for their zealous efforts in its behalf and assured them of the company's appreciation. He expressed his regret that Tom Norton, a former employee of the company and a most popular one, was not present, having been forced through illness to resign. Mr. Peters stated that he was informed Mr. Norton was improving in health and would soon be able to work, and in view of this he had decided to again place him on the salary list of the company; just as long as one of his employees was able to talk and sell Peters ammunition he proposed to let him do so and to pay him for it. This tribute to fidelity brought ringing cheers from the salesmen and was characteristic of the company's liberality and appreciation of faithful service.

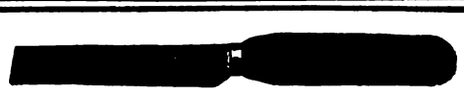
G. M. Peters, the next speaker, also expressed gratification at the work accomplished in 1903. He admonished the man that eternal vigilance is the price of victory and that success could only be accomplished by persistent effort and constant vigilance. Mr. Peters called attention to several of the salesmen who had fallen victims to Cupid's darts since the last annual meeting, lauding the influence of a good woman as holding a man firmly to duty and honor.

Judge J. A. Runyan, who has represented the Peters Cartridge Company in its legal matters ever since it was organized, spoke of the early days of the institution and its marvelous rise from small beginnings to its high position in the manufacturing world.

J. H. McKibben, T. H. Keller, J. S. French, George G. King, Milt. Lindsley, B. B. Tuttle, W. E. Keplinger, F. C. Tuttle and others followed with words of felicitation.

Friday, January 15th, was spent at the grounds of the Cincinnati Gun Club where a number of team races and exhibition shooting were indulged in. Prior to starting to the grounds the salesmen sprung a little surprise on F. C. Tuttle, the treasurer of the company. He was invited down to "Harmony Hall" (a room especially provided for the assembling of the salesmen) and was there presented with a handsome gold watch by the salesmen of the company as a mark of their great appreciation of his treatment during the year. L. R. Myers made the presentation speech on behalf of the men and Mr. Tuttle was taken completely by surprise, but responded feelingly, thanking the donors for the evidence of their good will and friendship. He stated that his success depended largely on their efforts and that their faithful co-operation had not been unobserved or unappreciated by him.

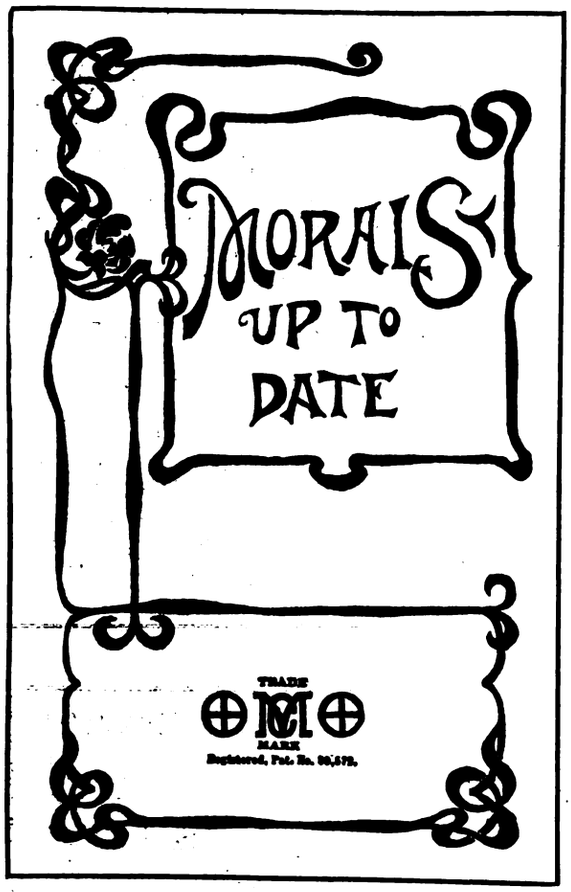
The exhibition shooting of Captain Bartlett, Captain Hardy, LeRoy Leach, Frank Carter and Wallace Miller was interesting throughout and many exceedingly difficult shooting feats were performed with rifle, revolver and shotgun. Captain Bartlett, who acquired both fame and experience as an Indian scout, did remarkable shooting. His wonderful work with the rifle, as well as his convincing words, explained the success he has had in the great West in popularizing Peters' Cartridges. Captain Hardy, to use a baseball term, is nothing short of a "phenom." He is equally skillful with rifle and revolver and attributes the success of his many remarkable shooting accomplishments to the use of Peters' Semi-Smokeless Cartridges. On Friday, with the close of the day "Au Revoir" was said and the various representatives turned their faces toward their several territories. All were filled with renewed enthusiasm and confidence and a determination to make 1904 the greatest in the history of the Peters Cartridge Company. The programme for the week and all arrangements were in charge of L. R. Myers.

SHOE KNIVES,
Butcher and Kitchen Cutlery,
Carpenters' Drawing Knives,
Cigar Knives, Screw Drivers, etc.
All of unsurpassed quality.

Send for Illustrated Catalogue of Full Line.
C. J. Kimball Co.
BENNINGTON, N. H.,
U. S. A.

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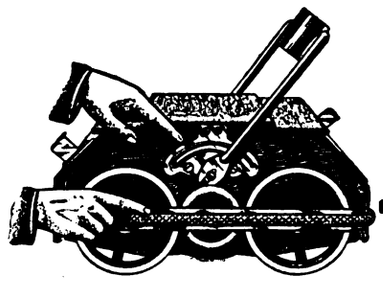
CHARLES MORRILL'S NEW CATALOGUE.

CHARLES MORRILL, 277 Broadway, New York, has issued a new, high grade catalogue, the cover of which has a very artistic appearance. The contents are of extremely well balanced interest to those interested in Sawsets and Punches, being illustrated throughout. Regarding their Sawsets they claim that the advantages to be gained by their use, over the old methods, namely, with a hammer, a hammer set or a punch and steel block, are that—if the saw is soft it will not fibrate, if hard it will not granulate, either being fatal to the keen cut of the saw, as after undergoing the hammering



process the grain of the steel is so distorted that it will not hold an edge. They also claim that a saw set by one of the Morrill's Sawsets will hold an edge longer and require less sharpening than if set by any other method. Besides Sawsets, Chas. Morrill manufacture the "Hercules Punch," regarding which they have issued a four page folder of envelope size. This punch is operated by utilizing a cam and lever driving a plunger. By this simple method all the power put into the handles is used, and friction avoided. A pressure of 100 pounds on the handles is increased to 2,000 punching force. The depth of the throat is one inch. From the center of the die to the front of the throat measures ½-inch. The frame is made of semi-steel, the punch and die of best tool steel. Will punch a ¼-inch hole through No. 18 gauge sheet iron or its equal. Catalogues will be forwarded to dealers upon request.

THE AMERICAN STEEL & WIRE Co., Chicago, in November, 1903, issued a very well arranged "List of Products" which includes steel plates and sheets, Juniata horse shoes, wire—round, telegraph, telephone, market, spring and special market wire—also special and miscellaneous wires of which an extended list is given; card, music, and barbed wire; cold, drawn and turned shafting; standard wire nails, miscellaneous wire nails and brads, spikes, pole steps, woven wire fencing, gates, stretchers and fence tools, poultry netting, rail bonds, spiral and miscellaneous springs; wire ropes and strands, galvanized wire clothes lines, T. S. wire hoops, wire shook ties, chemicals and colors, wire rods, etc., etc. On each of the many goods mentioned in the book a complete description is given as to style, finish, quality, size, etc., making it a valuable publication that will be forwarded upon request.



Additions to the Family

To increase is to prosper. To stand still is to deteriorate and eventually die. This applies to our family which originated and was founded on substantial basis—first came "Roller Bearings" next the "Steel Handle Ferrule" followed by "National's Way" of packing in card board cartons. Each patent has added to the well known efficiency and practicability of.....

National Roller Bearing Sweepers

1904 brings two new offsprings to the "National Family—the Anti-Tip and Brush Release End Band devices—both patented. Their birth has been well fostered—they will stand the test of time—live, thrive and proclaim their superiority over any other yet devised. They are "National." How could they do anything else?

National Sweeper Co.,

Marion, Ind.

BRANCHES:

London. Chicago. New York.
Toronto. San Francisco.

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(*Continued from page 44*)

The motion previously passed in regard to circulating petitions against the parcels post was amended on motion of R. C. Murdoch, of Beloit, to read that each member should send a personal letter to his Congressman on this matter, and was carried.

President McNamara asked the incorporators of the insurance department to meet after adjournment.

The convention adjourned at 4.30 P. M.

AN INSURANCE COMPANY FORMED.

The Wisconsin Retail Hardware Dealers' Mutual Fire Insurance Association held their meeting on Wednesday morning, Feb. 3d, and elected O. P. Schlafer president; C. A. Peck, of Berlin, secretary; H. L. McNamara, of Janesville, treasurer.

PACIFIC RETAIL HARDWARE DEALERS' ASSOCIATION.

The sixth annual meeting of the Pacific Retail Hardware Dealers' Association of Northern California was held in the Masonic Temple, Sacramento, Jan. 20. Representative Hardware merchants were present from the prominent cities and towns of Northern California. John C. White, of Marysville, who has been the President of the Association for six years, presided over the meeting. He delivered a short address in which he reviewed the work done by the association. He said the association had been formed for the purpose of general advantage of the retail dealers and that much good had been accomplished by standing and working together.

The officers of the association are: John C. White, Marysville, President; A. L. Nichols, Chico, Vice-President; Chas. Hampton, Marysville, Secretary; William Earll, Chico, Treasurer; J. Grover, Colusa, Sergeant-at-Arms.

An extended report was made by the Executive Committee, in which it was recommended that efforts be made to suppress the itinerant pedlers of stoves, machinery, wagons and buggies. Such action, it was claimed, would protect the farmers from wily, irresponsible persons. The report says the wholesalers are desirous of co-operating with the retail dealers and not interfering with their trade.

The following delegates were in attendance: John C. White, Marysville; R. B. Cranston, Woodland; M. S. Meehan, Placerville; J. M. Hadley, Nevada City; A. L. Nichol, Chico; George C. Garret, Red Bluff; George C. Comstock, Williams; E. A. Brimm, Williams; William Earll, Chico; S. V. Eakle, Knights Landing; G. A. Guttman, Orland; R. Billiou, St. John; Chris. Sieber, Woodland; James C. Gray, Fred Gray, Oroville; John Simpson, Tehama; E. G. Carter, Cottonwood; G. W. Tibbets, Colusa; M. Goldman, Germantown; C. L. Bills, Oroville; Joseph Johnson, Auburn; A. D. Cutts, Marysville; R. J. Klemmer, Willows; J. A. McFeeley, L. L. Hubbell, Chico; J. A. Murray, Woodland; C. J. McBride, Lincoln; C. C. Hampton, Jr., Marysville; A. G. Grady, Grass Valley; W. M. Doty, Biggs; L. O. Johnson, Arbuckle; George R. Heure, Klamath Falls; Edward Miller, Sacramento; George A. Legg, Nevada City; John Hanny, Lincoln; G. A. Johnson, Redding; A. C. Stagner, Wheatland; Max M. Brown, San Francisco; Roy Hall, Fresno; R. M. Beebe, Gridley; R. O. Kimbrough, Sacramento; J. H. Sures, St. Helena; Ward Henderson, Lodi; James L. English, J. Linahan, Suisun; Henry Gracy, and C. H. Philpott, San Francisco.

Several of the delegates were accompanied to Sacramento by their wives and daughters, and they were shown the various points of interest about the city during the day. There was a reception in honor of the women in the parlors of the Golden Eagle Hotel, under the auspices of the Tuesday, Saturday and Kingsley Art Clubs, and the Ladies' Museum Association. There was given a theatre party in the evening, when the visitors were entertained at the Acme Theatre, beginning with the 9.30 o'clock performance.

TRADE NOTES.

Galion, Ohio.—The P. C. Thomas Hardware Company has re-elected its old officers as follows: P. M. Daily, president; C. A. Koppe, secretary and P. C. Thomas, treasurer and general manager.

Syracuse, N. Y.—The Drennan Hardware Company at its annual meeting elected the following officers: President, Thomas Drennan; vice-president, Jas. Gray Geagan; secretary and treasurer, Fred E. Milne. The officers comprise the Board of Directors.

Syracuse, N. Y.—Nicholas E. Devereaux, William S. Doolittle, William T. Baker, Thomas F. Baker, Thomas R. Proctor, Joseph Kernan and Francis Kernan were elected directors of the Syracuse Stove Works at the annual meeting of the stockholders.

Hamburg, Pa.—On the 1st of the month, S. A. Loose, proprietor of the Hamburg Plow Works, gave his son, Robert, an interest in the business and the firm will hereafter be styled S. A. Loose & Son.

Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS.

NEW YORK. CHICAGO. ST. LOUIS.

"Mather Thousand Mile Axle Oil"

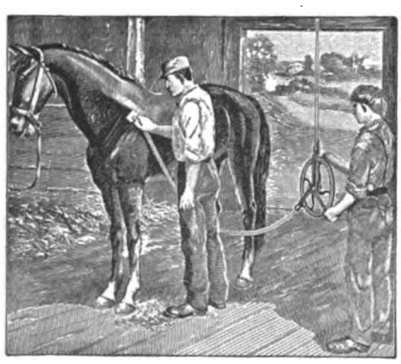


A pure lubricant especially prepared for all carriage axles. Guaranteed to run longer than any other oil or grease made.

Write for prices

Commercial Oil Co.
Cleveland, O.

EASTERN DIV.
P. O. Box, 163,
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New York City



20TH CENTURY CLIPPER.

RIGHT NOW IS THE TIME
FOR THE
20th Century Clipper, List $5.00
(Cost but little more than a good hand clipper)
THE
1902 Chicago Clipper, List $10.75
AND THE
1904 Stewart Sheep Shearing Machine, List $12.75.

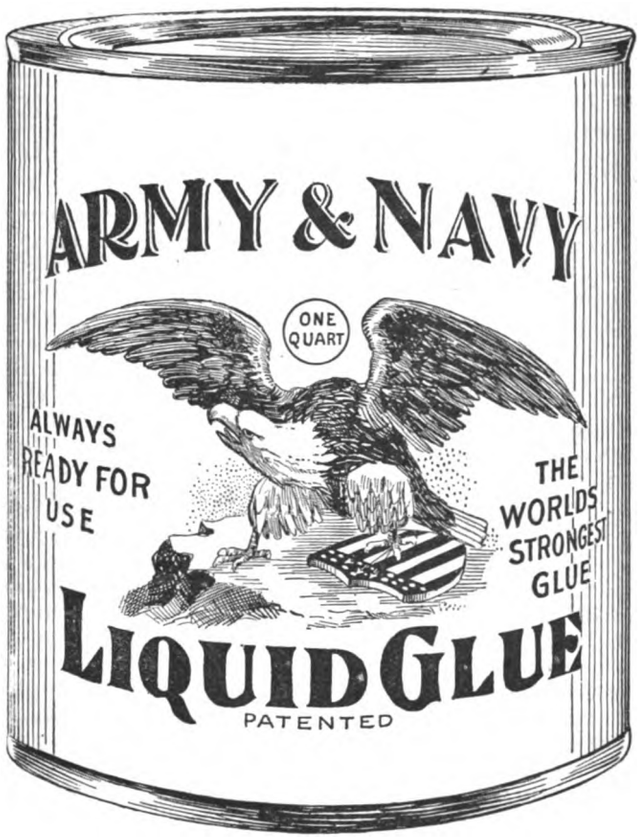
They are recognized as the best sellers in the horse clipping and sheep shearing machine line ever made. More of them are sold twenty times over than all other makes combined. They are displacing the old fashioned variety everywhere—and are for sale by leading jobbers and dealers everywhere. Send for catalog and prices.

Chicago Flexible Shaft Co.,
106 LaSalle Ave., Chicago.



1904 STEWART SHEARING MACHINE.

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Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

BALTIMORE, MD.

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THE CLARK-HORROCKS COMPANY.

The Clark-Horrocks Company of Utica, was incorporated February 3, to manufacture and sell fishing rods and fishing tackle, and to deal in sporting goods generally. The capital stock is placed at $100,000, consisting of shares of $100 each, and the directors for the first year are George A. Clark, H. James Horrocks, James H. Horrocks and Edward D. Ibbotson, of Utica.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The annual meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on Wednesday, Feb. 10, 1904, promptly at 5.45 o'clock p. m. Dinner will be served at 6.00 o'clock p. m. The business meeting will take place immediately after the dinner. Election of officers will be the important business. There will be a discussion on the outlook for the future of the Association. Some of the members will be prepared to suggest radical changes in the organization. Entertainment Committee: D. F. Barber, Boston, Mass.; E. J. Neal, Lowell, Mass.; A. H. Decatur, Boston, Mass. Nominating Committee: W. D. Parlin, Natick, Mass.; S. D. Balkam, Jamaica Plain, Mass.; George J. Mulball, Boston, Mass.

THE MINNESOTA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Minnesota Retail Hardware Dealers' Association, the largest State organization of the kind in the United States, will hold its eighth annual convention in St. Paul, Feb. 24, 25 and 26. The sessions will be held in Elks' Hall and the convention headquarters will be at the Windsor Hotel. More than 500 members are expected to attend, besides a large number of manufacturers, traveling salesmen and representatives of leading trade journals. The Commercial Club will entertain the guests on the evening of Feb. 25.

Many papers will be read by experienced Hardwaremen on the best methods of advertising, of conducting a store, buying, selling and other phases of the Hardware business. Among those that will make addresses are M. L. Cory of Argos, Ind., secretary of the national association; Former Senator A. T. Stebbings of Rochester, national treasurer, and Charles F. Ladner of St. Cloud, member of the national executive committee. The president of the national association has been invited, but has sent word that he will be unable to attend.

The so-called parcels post bill, which has been pending in Congress for several years, is one of the subjects that will be discussed. This bill provides for carrying through the United States mails packages as heavy as forty pounds at a low cost. Several members of the State Organization are opposed to it on the ground that it will benefit large mail order houses to the detriment of country stores.

WILL INCREASE MEMBERSHIP.

The membership of the association is 525, and an effort will be made to raise this number to 550, which would entitle the organization to one more delegate in the national association, consisting of delegates from eighteen State organizations. The national organization will hold an annual convention soon after the State convention.

The officers of the Minnesota Association are: President, W. H. Tomlinson, Le Sieur; Vice-President, H. S. Cleveland, Minneapolis; Secretary, M. S. Mathews, Minneapolis. Officers will be elected at the meeting in February.

Simultaneously with the State convention the Minnesota Mutual Fire Insurance Association will hold an annual meeting. This association adopts risks at present only on Hardware stock, but under a law passed by the last legislature it is allowed to insure also the household goods of Hardware dealers. The association charges the same rates as stock insurance companies, and at the end of the year gives a rebate to the members of the association according to the surplus. This year a rebate of 30 per cent. has been given. The rebate last year was 25 per cent. The association has written business in the Dakotas, Wisconsin, Illinois, Ohio, Indiana, Pennsylvania and Nebraska. C. F. Ladner of St. Cloud is president, J. F. McGuire of St. Paul vice-president and M. S. Mathews of Minneapolis secretary.

TRADES LEAGUE HAS NEW SET OF OFFICERS.

A new era opened for the Trades League, Philadelphia, when Wm. W. Supplee, of the Supplee Hardware Co., was elected president, succeeding W. W. Foulkrod. This is the outcome of a long campaign conducted by the rotation in office wing of the organization, which succeeded in placing on the board twelve new members. Mr. Supplee's election was unanimous. The full board of officers chosen is as follows: President, William W. Supplee; First Vice-President, Mahlon N. Kline; Second Vice-President, Coleman Sellers, Jr.; Secretary, N. B. Kelly; Treasurer, Richard L. Austin. Twenty-eight members of the board attended the meeting.

♣

The Cortland Corundum Wheel Co., of Cortland, N. Y., have increased the capitalization of their company and are about to erect a new factory with a number of kilns for the manufacture of corundum wheels by the vitrified process. They have just closed a contract with the Canada Corundum Company, Limited, of Toronto, Canada, for 450 tons of Craig Mine Crystal Corundum, which forms the basis of their grinding wheels.

One Was Enough.

"You love my daughter?" said the old man.

"Love her?" he exclaimed, passionately; "why I could die for her! For one soft glance from those sweet eyes I would hurl myself from yonder cliff and perish, a bleeding, bruised mass, upon the rocks two hundred feet below!"

The old man shook his head.

"I'm something of a liar myself," he said, "and one is enough for a small family like mine."—*Tit-Bits.*

HOTCHKISS CLIPPERS

Large and complete line.

BARBERS, HORSE and FETLOCK

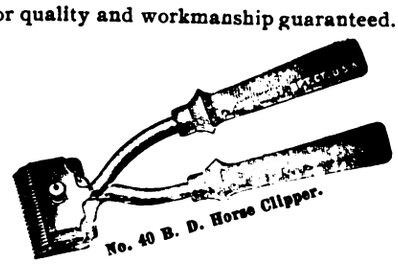
Superior quality and workmanship guaranteed.

HOTCHKISS CLIPPERS

Years of experience in this line.



No. 500 Barber Clipper.



No. 40 B. D. Horse Clipper.



No. 75 Fetlock Clipper.

Very large output and facilities recently still further increased. Orders now solicited for prompt shipment

Write for Catalogue, Prices, etc.

EDWARD S. HOTCHKISS, Carbon St., Bridgeport, Conn.

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MACHINES TO TAKE THE PLACE OF SCULPTORS.

Americans have taken much interest in reports from abroad regarding the latest development in labor-saving machinery, and an account of the new sculpturing machine which appears in the *American Inventor* is worth reading. There have been previous mentions of this invention, but heretofore no authoritative information has been given on the subject in this country. The writer says: "The general trend of labor-saving inventions to-day seems to be in the direction of improvements of the decorative arts, as well as practical arts. It is true that wall paper is still designed by hand, but it is duplicated by machinery. The artist in dry-point does only the initial work by hand and sees the finished production come off the printing press. The lithographer's product is half mechanical, and now from London come accounts of a sculpturing machine, which, if not itself an artist, is at least a more perfect copyist than any human laborer could possibly be.

"Near London is in operation a complicated looking, square-set machine, the result of the inventive genius of an Italian sculptor called Bontempi. Sir A. Conan Doyle, the famous novelist and historian, together with W. G. Jones, brought the machine to England and have undertaken to exploit it to English art circles. To fully understand the machine and the benefits which are claimed to result from its use, it is necessary to understand how a statute in marble is at present made from clay. A London journal in commenting upon this feature says that at present when a sculptor has completed his clay model of the statute, which is eventually to be seen in marble, he hands it over to a man known as a 'pointer,' who by the aid of an instrument of that name drills hundreds of tiny holes of various depths in the block of marble which is to be carved into an exact resemblance of the clay model. As many as 15,000 of these small holes have been bored for carving one bust.

"When all the holes have been drilled there comes the man with the chisel and it is his laborious task to chip away the marble, guided by the depths of the holes. When he has finished the sculptor puts in a few touches and the bust or statuse is completed. But it is a business which takes, on the average, six weeks to do. The machine at Battersea will finish the work in half a day.

"The machine can work thus quickly, because where the human workman delivers one stroke with his chisel the machine can deliver a hundred. Moreover, working upon the principle of the pantograph it is absolutely accurate and has no fear of making a mistake.

"A long metal pointer delicately balanced and capable of movement in any direction, can be brought into contact with the face of the model. Every movement of this pointer causes an exactly similar movement in two steel drills which play upon the surfaces of the marble blocks. It is obvious, therefore, that inasmuch as no movement of the model is without an exactly similar movement in the blocks and no movement of the pointer can be made without a similar one being made by the drills, it is only necessary to run the pointer delicately over the face of the model to cut out a similar face from the marble blocks. As the pointer cannot go below the surface of the model, the drills are in no danger of making a mistake and taking out too much from the surface of the marble.

"In the same way a statue could be made direct from the living face, although a slight modification of the model support would have to be made. In practice the machine is stopped several times during the operation of duplication in order to introduce finer and finer drills, until at the end of the operation, which takes for an ordinary life-size bust from six to eight hours, the surface is as smooth and delicate as if carefuly and laboriously chiseled by the hand of the artist.

"The machine is operated by hydraulic power, but, of course, electricity or steam could easily be substituted. Mr. Jones, one of the gentlemen who is engaged in exploiting the device, says the machine as it is at present stands is worth $2,500, but that less than 50 cents per day is required to run it. It is also pointed out that a chiseler who could do similar work to that of the machine by hand would get from $20 to $60 per week and would take a month for a job. It is obvious, therefore, if the machine will do the work to the satisfaction of artists, wherein the profit of its operation will lie."

CRYSTAL REGISTERED TRADE MARK. CORUNDUM

TO METAL POLISHERS.

We can now fill promptly all orders for grain corundum (emery is an iron ore containing corundum.) Our new mill has a greater capacity than any other abrasive plant in the world.

Substitute a pure Canadian product, CRAIG MINE CORUNDUM, for the impure foreign corundum called emery.

Write us regarding a yearly contract.

THE CANADA CORUNDUM COMPANY, Ltd.,

Toronto, Canada.

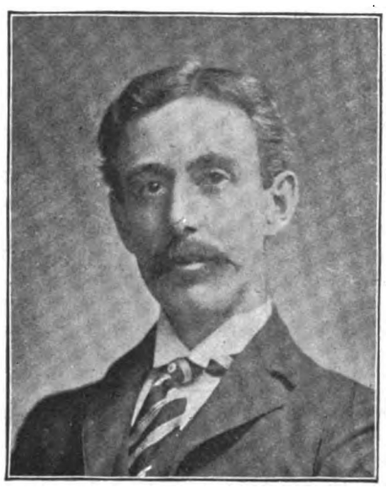
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PRESENT DAY JOBBING.

In the following article on "Present Day Jobbing" which was written by James H. Ritter, of the Biddle Hardware Company, Philadelphia, careful consideration has been given the engrossing subject, giving evidence of a close study of the surrounding conditions which influence the necessity of this important branch of a constantly expanding industry. It was written for *The Annals of the American Academy,* Philadelphia, in a recent number of which it appears.

The purpose of this paper is a discussion of the jobbing business of the United States and some of its associated problems. Necessarily so many lines of trade are included, comprising foodstuffs, utensils, apparel and mechanical supplies, covering so vast a field that it becomes impossible to fully present or even to do justice to the subject. But the methods and position of this class of distributors of manufactured products are on the whole the same and it therefore matters little that the subject is treated from the standpoint of a single one of these, a Hardware jobber.

As commonly practiced, the process of distribution is threefold, comprising the activities of the manufacturer, jobber, and retailer. The manufacturer makes the goods from raw material and sells them in large quantities to the jobber, who in turn distributes in smaller lots, and oftentimes on easier



JAMES H. RITTER.

terms, to the retailer. There are exceptions to this, but as a rule the manufacturer does not reach the retailer, much less the consumer, directly, and cannot do so to advantage. The jobber is an intermediary who assembles various lines of goods, carries a large and assorted stock, and by means of traveling salesmen and other agencies, sells these goods to the retailer in small assorted lots, while the retailer supplies the consumer.

The jobber stands in a very important position to the manufacturer, in that he purchases goods in large quantities. For many things, the demand is seasonal and must be supplied in quantities at one time. Economical manufacture demands a regular, even output, and most manufacturers lack both the capital and the facilities for storing their output against a heavy and brief demand coming at long intervals. The jobbers unite in taking this output off the manufacturer's hands, storing and paying for it, so that the manufacturer is provided with current funds instead of being forced to borrow large sums against the ultimate sale of an accumulating stock. In but very few lines is it practical for the manufacturer to reach the retailer or the consumer direct. The jobber keeps a varied stock, which is constantly growing more and more diversified and complex, and justifies his existence by selling these goods in assorted lots on a small margin of profit to the retailer, on terms which are favorable to the small dealer, and oftentimes carries him through dull seasons, and aids in the development of his business.

The jobber distributes these great stocks of goods by means of extensive stores and warehouses, a large corps of traveling salesmen, and an office force well equipped with buyers, bookkeepers and correspondents.

The jobber, as he is known to-day, is a modern product, having existed only since the introduction of the factory system. When goods were almost entirely made by hand, the artisan was usually his own retailer, and not only did the manufacturing but sold his wares directly to the consumer. A large proportion of all the articles made two hundred years ago were made to order only. Of course there were exceptions, as in the case of imported goods. The old caravan routes crossing Asia and Europe are a proof of this fact, but the total sales made in this way were trifling compared with the dimensions of trade to-day. The local artisan knew his customer, but with the advent of the manufacturer, production became so great that manufacturers soon lost sight of the consumer. They now made the goods in quantities and sought some one to distribute them. This distributor was found in the jobber.

Fifty years ago the jobbing business in this country was controlled by four Eastern cities, New York, Philadelphia, Boston and Baltimore. Here a few large jobbers won national prominence as "merchant princes," although the aggregate of their business was probably small compared with the jobbers of to-day; but during the last thirty or forty years, large jobbing houses have grown up not only in cities like Chicago, San Francisco, St. Paul and St. Louis, but also in many smaller towns, until we now find it to be a frequent ambition of retailers to class themselves as jobbers, and handle the wholesale business in their own neighborhood. This ramification of the jobbing business is having its effect on the larger jobbers. New York, Philadelphia, Chicago and St. Louis no longer have a monopoly of the jobbing business, although these large cities are not easily deprived of the advantages to which they are naturally entitled by their size.

There can be little doubt that an ambition to do a larger business is oftentimes the prime motive in the development of a retailer into a jobber, and the retailer engaged in this struggle is too apt to rely upon his retail business for his profit, and to consider his jobbing business as simply so much gain. This is a mistaken view. It often causes much harder work with little or no result, and the small dealer making this venture is very apt to become financially embarrassed in an attempt to carry his smaller customers, while the necessity for buying in large lots, in order to rank as a jobber, and to obtain lower prices from the manufacturers, constantly induces him to over-buy.

The main reliance of the jobber in placing his goods upon the shelves of the retailer is upon traveling salesmen, who take samples of the wares with them and go all over the land, into the smallest hamlet, describing the goods, their origin, their peculiar qualities for sale and for use, and aiding the shopkeeper in estimating the quantity which he will be able to use during that season. The retail trade of this country owes a vast debt to the traveling salesman, for the knowledge given regarding the goods which they handle, the explanation of business customs and training received in business methods and ideas. The traveling salesman is the local representative of the jobber, and if the jobber prides himself, as many do, upon business-like habits, and practical and correct methods, salesmen cannot fail to impart some of these ideas to the dealer. The retailer is constantly growing more intelligent, partly because of his pertinent inquiries from traveling salesmen about the credit and the amount of fire insurance he carries. Such questions bring home to the retailer the necessity of adopting correct business habits.

It may be asked: "Is not the jobber a costly distributing agency?" and it must be conceded that this service is not obtained without expense, but the jobber works on a close margin and the net returns to him are meagre compared with those of the manufacturer and retailer, who both enjoy far greater percentage of profits, while the annual increase in wealth and growth of manufacturers far exceeds that of jobbers. Owing to the severity of competition jobbers are compelled to cut their expenses down to the lowest possible figure, and it is hard to see how goods could reach the retailers in any other way. Under the jobbing system the manufacturer is relieved of the responsibility and immense and often prohibitive cost of introducing and distributing his goods in small amounts. In this age of specialization the jobber is a specialist in marketing goods and makes it his lifelong study to do this economically and to the best advantage.

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Is the relation of jobber to manufacturer and retailer to continue? In order to consider his position more intelligently let us look more closely into the jobber's functions.

1. As a rule, a manufacturer makes a single line of goods and by reason of his concentration, is able to manufacture cheaply and to the best advantage, but the cost of selling these single lines to the retailer would be so great as to make such a course prohibitive. Some interesting analyses have been made showing the number of various manufactures included in a single bill purchased from a jobber. One frequently sees such charges amounting perhaps to 200 pounds in weight and $25 in value and yet representing fifteen or twenty manufacturers, clearly showing the enormous cost which would be incurred if the fifteen or twenty manufacturers attempted to sell their go ds directly to the retailer while the freight and express charges on small quantities would alone make such direct dealing impossible.

2. While one or two manufacturers have attempted to make a general line comprising most of the articles needed in one jobbing line, there is no manufacturer to-day who can make a sufficiently varied output to supply all a jobber's needs and, as we know, the tendency of modern manufacturing is more and more towards the manufacture of a single line of goods—in some cases of a single quality.

3. Frequently, manufacturers do not have sufficient capital to enable them to dispose of their goods in small lots to the retailer. They must have funds, and, by selling in large lots to the jobber, who usually takes the goods in advance of the season and discounts his purchases, they are able to do business on a smaller amount of capital.

4. The business qualities which go to make up the manufacturer and the jobber are oftentimes very different. There are frequent cases where manufacturers are capable makers of goods but not successful in marketing them.

5. The jobber insures the manufacturer a more certain market. We have known large manufacturers, who have had on their books only fifteen or twenty customers, all of whom were large jobbers, while these same jobbers, probably had in many cases three or four thousand retail accounts on their individual ledgers. The manufacturer, therefore, practically

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knows where he can dispose of his output, and is enabled to do business with greater certainty. In view of all these conditions, it may well be claimed that the jobber is a most useful and economical factor in distribution. It is not fair to part from this subject without mentioning a development of the last few years, which necessitates veiwing jobbing from another standpoint. This is the growth of the so-called catalogue houses. These may be divided into two classes:

a. Catalogue jobbers who, like the jobber, sell to the retailer only.

b. Catalogue retailers who ignore the retailer, and sell directly to the consumer.

Both use the same general methods in trying to buy directly from manufacturers and in sending out large net price catalogues in which they endeavor to outbid all others in making low and attractive prices. This business has had a remarkable expansion, particularly in the West, but side by side has gone the development and increase of the jobbing business. This raises the question of the efficiency of the catalogue as compared with the traveling salesman. There is no doubt that the usual preference of the retailer would be to buy goods from the traveling salesman. Catalogue or no catalogue; moreover, the salesman on the spot will get the order if he meets the price. The jobber has a great advantage through his salesmen over a firm selling by catalogue. He is kept more constantly apprised of local conditions, and so in much closer association with his customers.

Jobbers have always shown themselves ready to adapt new methods and customs. Only lately automobiles have been called in their service. Traveling salesmen may now be found going through the country in automobiles, independent of railroads, time tables, and annoying waits at railway stations. It is safe to say the jobbers will not allow themselves to be set aside, and including in their class many of the keenest minds in business, they will not be slow to adopt promptly such methods as may be needed to maintain their position. Traveling salesmen were unknown some forty years ago. If the retailer prefers to buy by mail from catalogues, jobbers will no doubt be as ready to dispense with traveling salesmen as they were to take them on forty years ago.

While the catalogue retailer is not specifically included in our discussion his effect on trade relations warrants a few words. The catalogue retailer is an even later evolution than the catalogue jobber. Several large houses now aim to ignore the local retailer entirely, and sell directly to the consumer. The methods of these houses may fairly be regarded as questionable. The local retailer is naturally more or less prominently identified with local interests, and the merchants of any country town are the pushing and progressive men of the place. They pay local taxes, thereby helping to support the town and county in which they live. They carry their customers, particularly in farming communities and in the South, for long periods. In times of crop failure, or even in good years betweeen crops, the local retailer is oftentimes the main dependence of the farmer, who, without the credit given him by the retailer, would be unable to get the necessaries of life. The retailer falls back upon the jobber for similar support in credit, but the benefits conferred by the local retailer in this way are hardly sufficiently appreciated. Too often, the temptation of an apparently low price will cause a consumer living in the country or some small town to send his cash to a catalogue retailer in some large city, while the same day he may go to his local retailer and ask three to six months' credit on something that he is buying from him. One such house, for example, issues a catalogue saying in large type to the consumer: "This gives you the prices your dealer pays for the goods he buys and will prevent him from overcharging you on any goods you buy from him." This is simply a dog-in-the-manger business, entirely ignoring the principle of "live and let live." The moral propriety of such a policy is certainly doubtful.

Apart, however, from the ethics of the case, there are many disadvantages of dealing altogether by mail, as the average consumer wishes to see and handle goods before he buys them. This feeling is so strong that it seems to insure the permanency of the local dealer, and yet if he is to remain, the consumer must realize that he owes a duty to his retailer, and that it is not fair or right to send his money to a catalogue house at a distance, while he compels his local retailer to wait for his money until he sells his cherries in the Spring or his corn in the Fall. If the local dealer is to remain, how can his wants be supplied except by the jobber?

Jobbing ethics, on the whole, are most creditable. All first-class jobbers to-day act on the principle that they are in business to stay. Many can boast a history of from fifty to one hundred years, and no jobber can expect a continued existence unless he practices honorable methods, thereby winning and retaining the respect and confidence of the trade. The inducements the jobber has to offer to-day are those of location, size and variety of stock, prompt shipment, courteous attention, fair treatment and low prices, and much attention is paid by all progressive houses to the improvement of these advantages."

As for the traveling salesman himself, it may be said there has been a decided development in his character and habits. The old-style traveler, who was always associated with late hours and whose disposition was to treat his customers to liquor, is largely passing away. A certain mayor of Philadelphia in an attempt to abolish music gardens gained notoriety by his remark: "Beer and music won't mix." The general concensus of opinion in the jobbing trade is that liquor and business will not mix, and the successful salesman of to-day must not only be a man of reliable judgment, bright and enterprising, but he must also have clean habits and a good character.

Recent years have shown in some lines of business the tendency of jobbers to come together in jobbing association, and this is in line with the general trend of industrial affairs These jobbing associations, as a rule, do not partake of the nature of a trust, and are a meanace neither to the retailer nor to the consumer. An evil factor in competition has been personal feeling, and jobbers, frequently, in the same city have oftentimes sacrificed profits simply because, not coming in contact with fellow-jobbers, they have taken for granted that their competitors were not worthy of acquaintance, and simply fit subjects for commercial war. Jobbing associations have done much to remove this personal feeling. The mere fact that the members meet occasionally, and perhaps once or twice a year sit down together to dinner, goes far toward breaking up this feeling of personal animosity which is far too costly to be carried into modern business. It is rarely that such associations attempt to regulate prices, but by free interchange of information, they prevent the spread of unfounded reports, and working together are able to take up such matters as freight charges, postal and express rates; and trade abuses, while some associations have deliberately pursued a policy of educating their own weaker members into proper business habits.

These associations also stand in important relation to the manufacturers, and have frequently been able to induce them to adopt better methods in the disposal of their goods. The associations have taken the view that jobbers are the natural outlet for the manufacturer, who should regard the jobber as his selling agent, and not his enemy, and that their interests are joint and often identical. Manufacturers have in many cases readily responded to this liberal idea, and an element of harmony has thus been brought into their relations. In all such matters, jobbing associations have been highly useful, while in these days of mammoth corporations and trusts, they have often been able to command a hearing where the individual jobber would have been ignored.

Such, then, is a brief account of the jobber as he appears to-day. He is the outgrowth of modern business conditions, and well equipped to distribute cheaply and to the best advantage, the vast volumne of goods daily out-poured by manufacturers who find it impracticable to market their goods directly. There seems to be no other channel through which the retailers can be so economically and advantageously supplied with a sufficient assortment of goods in all their variety of sizes and styles. No other agency offers to carry the retailer financially through dull seasons and times of stress, and without the jobber, manufacturers would often find it impossible to obtain proper representation to the retailers. The jobber has won his position by hard, intelligent work and economical service, and is apparently an indispensable agent in the distribution of goods.

JAMES H. RITTER.

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STEVENS

Target Pistols

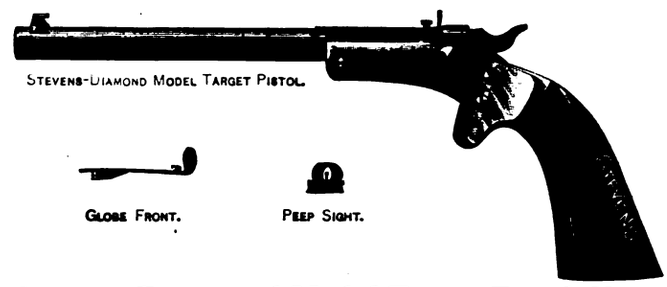
ARE NOTED FOR THEIR ACCURATE SHOOTING QUALITIES AND GENERAL EFFICIENCY

AND HOLD MORE RECORDS THAN ALL OTHER MAKES COMBINED



STEVENS TIP-UP PISTOL, No. 41

Full nickel-plated frame, 3½ inch blued barrel.
Plain Walnut Grip stock, nicely finished. .22 Short R. F., Price $2.50.



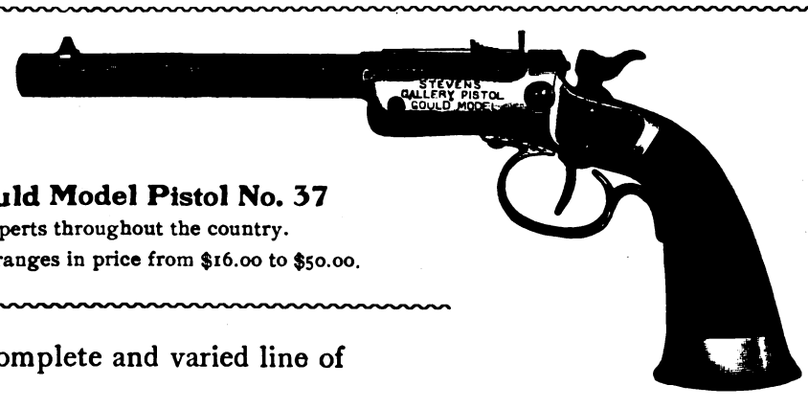
Stevens Diamond Model Target Pistol, No. 43

Blued barrel, long, plain grip-stock, nickel-plated frame. Cut illustrates pistol, with open sights.

For the .22 Long-Rifle R. F. Cartridge only.

6-inch barrel, with globe front and peep sights (as shown), weight 10 ounces	$5.00
6-inch barrel, with open sights (as illustrated), weight 10 ounces	5.00
10-inch barrel, with globe front and peep sights (as shown), weight 12 ounces	7.50
10-inch barrel, with open sights (as illustrated), weight 12 ounces	7.50

Unless otherwise specified, this pistol will be sent with globe and peep sights, as these are the standard sights.



Stevens Gould Model Pistol No. 37

Is used by experts throughout the country.
It is a light arm and ranges in price from $16.00 to $50.00.

We manufacture a complete and varied line of

Rifles, Pistols, Shotguns

ASK YOUR JOBBER AND INSIST ON THE *"STEVENS"*	ILLUSTRATED CATALOG containing detailed description of entire line, mailed FREE upon request.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Brockport, N. Y.—Charles Decker Company has been incorporated. Objects, general Hardware business; capital, $18,000. Incorporators: Charles Decker, H. Holmes, Margaret M. Decker, all of Brockport, N. Y.

Canastota, N. Y.—The Mason-Hallagan Hardware Company, which was incorporated recently and which is composed of Elmer L. Mason and William H. Patten, of Canastota, and J. Irving Hallagan, of Utica, has leased the store in the De Lano Building, and will begin business early in the spring. A one-story addition 30x40 feet to be used as a shop will be erected at the rear of the store.

Clarksburg, W. Va.—W. J. Miller & Company has been incorporated to deal in Hardware and general merchandise. Capital stock $25,000. Incorporators: W. J. Maier, S. G. Maier, R. S. Douglass, of Clarksburg; E. W. S. Neff and E. J. Stephens, Wheeling.

Daingerfield, Texas.—The Daingerfield Hardware & Furniture Company has been incorporated. Capital stock $8,000. Incorporators H. G. and J. H. Holman and H. B. Guest.

Ft. Worth, Texas. — Panther City Hardware Company has been incorporated; capital stock, $20,000. Incorporators: W. E. Hawkins, G. S. Wyatt and C. C. Glass.

Ft. Worth, Texas.—William Henry Hardware Company has been incorporated; capital stock, $10,000. Incorporators—R. E. Bell of Weatherford and A. J. Roe, J. B. Burnside, J. W. Dines and R. F. Bell of Fort Worth.

Greenville, Ill.—The J. Seaman Hardware Company has been incorporated; capital $25,000; Hardware and implement business. Incorporators: Johnathan Seaman, Emil E. Brice and Samuel W. Wallace.

Hartland, Minn.—Hartland Hardware Company has been incorporated; capital stock, $10,000; incorporators, Henry L. Chaffee, of Minneapolis, and Arthur W. Jackson and Theodore Grove, of Hartland.

Johnston, Pa.—Alton P. Donges and Ludwig B. Nees, long connected with the Bantly Hardware Company and the Swank Hardware Company after the latter concern bought out the Bantly Company, are the partners who will constitute a new Hardware firm. The firm name will be Donges & Nees.

Lancaster, Pa.—The Frank Winter Hardware Company has been incorporated by Clay Abbott, Frank W. Raitz, Agnes Winter, Lorotta Warner, Charles Hammack, Henry Zeisler and Clay Hyde. Capital stock, $30,000

Leslie, Mich.—V. H. Grout & Company, Hardware dealers, and Paul J. Darling, dealer in farm implements, have filed articles of incorporation and the new firm will be known as the Grout-Darling Company. Both places of business will be kept in operation, and a full line of Hardware and farm implements will be carried.

Macon, Miss.—The Noxubee County Hardware Company has been incorporated. Capital stock, $15,000, with the privilege of increasing to $25,000.

Monmouth, Ill.—Schussler Hardware Company has been incorporated; capital $5,000; Hardware business; incorporators, G. A. Schussler, W. M. Miller, Jas. W. Clendenin.

Newburgh, N. Y.—Johnston Hardware & Iron Company has been incorporated; capital $20,000 and directors: Robert Johnston, W. M. McKay and U. D. Bishop, of Newburgh.

Newport, R. I.—Frank G., George L. and William B. Scott will open a Hardware and agricultural depot about March 1st, on Broadway.

Olean, N. Y.—C. V. B. Barse Company has been incorporated. Hardware. Capital $30,000, and directors: F. B. Le Fevre and Clart Le Fevre, of Buffalo, and Henry Gale, of Olean.

Pawtucket, R. I.—The William K. Toole Hardware Company has been incorporated by Wm. K. Toole, Phillip J. Bowen and Jennie B. Greene. The concern is organized for the purpose of buying and selling Hardware, machinery and electrical supplies and is capitalized at $25,000.

Plymouth, Ohio.—Root Bros. Company, wholesale Hardware dealers, has been incorporated by C. F. Root, Charles E. Heath, John A. Root, P. H. Root, H. F. Root. Capital $60,000.

Springfield, Mass.—A. E. Wood has opened a new Hardware store in the Marshall Block, near the Main Street Bridge.

Watertown, Tenn.—A new Hardware store has been opened under the firm name of A. J. Phillips & Company. They will carry an up-to-date line.

Winona, Minn.—Otto P. Sontag has opened a new Hardware store in the building at the corner of Third and Lafayette Streets, which will be filled with a complete line of Hardware, tinware, stoves and everything that is usually carried in an up-to-date Hardware store.

Changes.

Barton, N. Y.—W. E. Westfall has purchased a one-half interest in the Hardware and carriage business of F. C. Daily and the firm will be known as Daily & Westfall.

Beaver, Pa.—John B. Wilson & Son, the Hardware firm, has sold the store, business and good will to A. G. and S. F. Herr, formerly of Aspinwall. The Messrs. Herr are two brothers, who will be associated under the name of The Beaver Hardware Company.

Bowling Green, Ky.—Reese Harris has purchased a half interest in W. H. Miller's Hardware business, and the style of the firm henceforth will be Miller & Harris. Mr. Miller has been conducting a store and doing a good business for several years on Main Street. The new firm has moved to the old H. C. Hines corner.

Circleville, Ohio.—C. S. Warren, of Weldon, Ill., has purchased the Hardware store of E. T. Snyder.

Coeur D'Alene, Ida.—Armand Perrenoud has purchased the interest of Mr. Byrd of Spokane in the Hardware business at St. Maries, known as the Perrenoud Hardware Company, Mr. O'Reilly, the local manager, having recently died. Fritz Perrenoud, a brother of Armand, has gone to St. Maries to take charge of the business.

Denison, Texas.—The firm of Sherman & Butler, Hardware dealers, have dissolved partnership, Joe Sherman assuming control and Butler Bros. retiring.

Eldora, Iowa.—H. F. Carter has purchased the Hardware stock of Thompson Brothers, of Hubbard.

Falls City, Neb.—Frank Uhlig, one of the leading Hardware merchants of the city, sold his business to Alex. Meyer of Hastings, Neb.

Fremont, Ohio.—C. A. Sinning, of Clyde, sold his half interest in the Hardware store of Sinning & Waldron to P. S. Kirch.

Galesburg, Ill.—The Babcock Hardware store at Nos. 17-19 East Main Street, has been sold to F. H. Rearick & Son, who have moved their stock of goods from No. 30 Public Square to the Babcock stand.

Galesburg, Ill.—The Galesburg Hardware & Iron Company has been purchased by C. Hughel of Anderson, Ind. The same line of goods will be carried as in the past, but the stock will be very materially increased, and the business enlarged. The retiring proprietors are W. F. O'Donnel and George F. Kohnley, who succeeded J. C. Toler a few months ago.

Gallatin, Mo.—The Hardware firm of Howard Poage has reorganized under the firm name of Howard Poage & Company, Mr. Poage having sold an interest in his business to his brother J. S. Poage and James Chapman.

Huntsville, Kan.—The Zimmerman Brothers have purchased the Morris Hardware store at Alden.

Hutchinson, Kan.—The Frank Colladay Hardware Company assumed the business of Frank Colladay on the first day of the present year. The retail business of the old firm is to be continued in the same building as before by the new company.

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BISSELL'S "Cyco" Bearing Carpet Sweepers

ARE not the cheapest on the market, but the best, For EVERY reason that enters into the purchase and sale of a commodity, the Bissell stands with out a peer in its class.

The commanding position the Bissell occupies cannot be fully understood until you look into its history. Twenty-eight years of concentrated effort on this one product, and a vast expenditure of money, has evolved the Bissell Sweeper of to-day, that recognizes no competition, being absolutely distinct in its mechanism, its sweeping qualities, its saleability, and the policy under which it is sold.

Bissell sweepers are sold at uniform prices both wholesale and retail throughout the country, thus insuring to the dealer and jobber a good margin of profit.

Spring Catalogue now ready.

Bissell Carpet Sweeper Co.

(Largest Sweeper Makers in the World)

Grand Rapids, Mich.

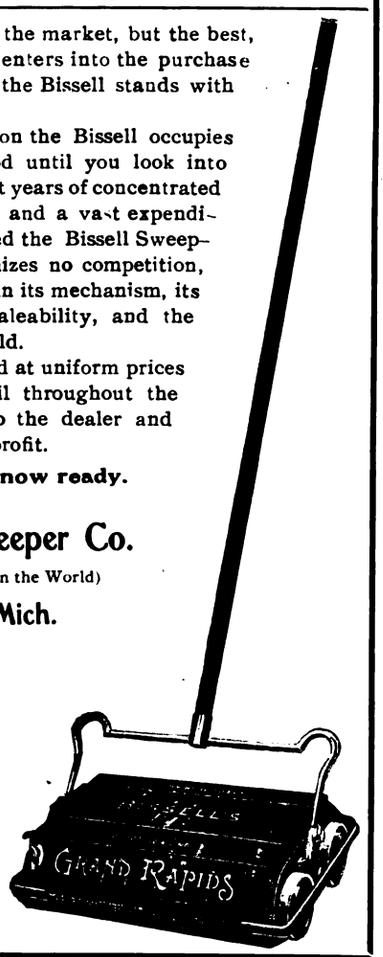
BRANCHES:

New York, 25 Warren St.

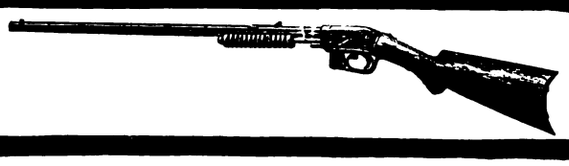
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Model 1903, 22 Caliber Repeater

THIS NEW RIFLE has met the heartiest endorsement of discriminating sportsmen. Take advantage of the demand our extensive advertising campaign will create and carry in stock the best selling high grade rifles in the market.

THE SAVAGE PLAN

We have built up our business by maintaining prices that give to the dealer a legitimate profit on every Savage rifle he sells.

Write for details.

SAVAGE ARMS COMPANY

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"The Eldredge"

AUTOMOBILE

IS READY

A Revelation in Values

TWO CYLINDER MOTORS
(Eight Horse Power and Perfectly Balanced)

SLIDE GEAR TRANSMISSION
(Three Speeds Ahead. Two Reverse)

MECHANICAL LUBRICATION
(The Kind Usually Found on the $5,000 Cars)

MULTIPLE DISC CLUTCH
(Starts without Jerk—Holds Everything in Sight)

ALL FOR $750. Match it if You Can

OUR CATALOG IS WORTH READING

"The Eldredge"

National Sewing Machine Company

BELVIDERE, ILLINOIS

"The Eldredge"

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Abingdon, Ill.—The Abingdon Trap Company has been incorporated to manufacture animal traps; capital stock, $2,400. Incorporators are: K. R. Marks, W. C. Hooker and Rowena C. Hooker.

Anderson, Ind.—The Wilke Manufacturing Company has been incorporated to make refrigerators, china kilns and porcelain cigar cases. Capital stock $100,000. Directors J. S. Conwell, Geo. Lilly, H. C. Stilwell, B. O. Haugh, T. N. Stilwell, C. C. Browne and L. E. Lathrop.

Boston, Mass.—The International Machine & Screw Company has been incorporated; capital $500,000. President, Arthur W. Torrey; treasurer, Benjamin A. Lantigna.

Buffalo, N. Y.—The Mann Specialty Company has been incorporated (Hardware). Capital $5,000 and directors: C. A. Mann, L. A. Barmore and Florence Barmore of Buffalo.

Chetek, Wis.—The Hayes Safety Hook Company has been incorporated to manufacture and deal in special patented lines of harness Hardware; capital $10,000. Incorporators, F. A. Southworth, George D. Hayes, and T. H. Mueller.

Fayetteville, N. Y.—Syracuse Machine and Tool Company has been incorporated. Capital $50,000 and directors: W. R. Grace, Loren Trowbridge and C. A. Lawrence, of Syracuse.

Geneva, Ohio.—The Geneva Metal Wheel Company has been incorporated. Capital stock, $80,000. Incorporators: A. J. Yone, A. W. Chamberlain, T. S. Gurner, E. O. Munger, A. B. Marten and O. G. Kenyow.

Kirksville, Mo.—The Kirksville Manufacturing Company has been incorporated to manufacture washing machines and other implements. Capital stock, $4,000, all paid. Incorporators: M. A. Keyte, W. B. Curry, R. G. Humphrey, J. W. Hatcher, S. M. Pickler, W. T. Baird, E. S. Patterson and others.

Lima, Ohio.—Independence Iron Works has been incorporated by John Finley, Daniel J. O'Day, C. D. Finley, Patrick H. Mack, William D. O'Neill. Capital $50,000.

Muskegon, Mich.—The Michigan Cutlery Company has been incorporated; capital stock, $107,500.

New York, N. Y.—The Albright Company has been incorporated (lamps). Capital $15,000 and directors: J. J. Dambacher, of Brooklyn; M. Samuels and H. C. Albright of New York City.

New York, N. Y.—The Livingston Nail Company has been incorporated; capital $200,000. Directors: D. K. Major, W. L. Cooper and F. P. Oliver, New York.

Portland, Me.—Bay State Tool Company has been incorporated for the purpose of manufacturing tools, machinery and mechanical appliances with $50,000 capital stock. The officers are: President, Millard W. Baldwin, of Portland; treasurer, James J. Hernan, of Portland.

Portsmouth, Ohio.—The Twentieth Century Mfg. Company has been incorporated by George J. Schmidt, J. M. Wendelken, J. M. Williams and H. A. Bierley for the purpose of manufacturing washing machines.

Rock Island, Ill.—Rock Island Stove Company has been incorporated; capital stock, $200,000; manufacturing; incorporators, Phil Mitchell, Frank Mixter, A. D. Sperry.

Veedersburg, Ind.—The Veedersburg Handle Company has been incorporated. Capital, $10,000. Directors: C. Wesley Smith, Grant W. Ward, Jacob Rosenbarger, Theodore Wooden, Walter W. Anderson.

Changes.

Hartford, Conn.—Frank and Boughton Noble, patentees and manufacturers of a screw-driver that has enjoyed a large sale, have sold out the business to Forestville parties.

Huntsville, N. Y.—Joseph Minchener, of the firm of Henderson, Minchener & Henderson, spoke factory operators, has sold his interest in the business to Jas. Murphree, formerly of Troy. The spoke factory will be enlarged.

Lock Haven, Pa.—The Pennsylvania Woven Wire Company will build a $125,000 plant. One hundred looms will be operated.

Portland, Conn.—The Ideal Machine Company has changed its name to the Ideal Manufacturing Company, increased its capital stock from $10,000 to $20,000, and changed the nature of the business by adding to it the manufacturing of wire goods and goods made of wood, metals, steel, cloth and leather.

Reading, Pa.—Albert O. Gerry has purchased the Rick Tack factory for $25,000.

St. Paul, Minn.—The Twin City Fence and Wire Works has increased its capital stock from $25,000 to $50,000.

Tremont, O.—The National Account File Company, manufacturers and dealers in bill files and sales slips in this city, sold its entire business and good will to the Simple Account File Company, another Fremont concern, for $20,000.

Wilkesbarre, Pa.—The Wyoming Cutlery Company, located on Horton Street, is making extensive additions to its plant. A large new building is being erected and new machinery is being installed. The company recently bought the Crescent Tool & File Company's property, also a vacant lot between the two properties, and the entire plot is now covered with a modern two-story brick building, with a 350-feet frontage. The machinery will be installed and ready to run within the next four weeks. The work was begun on the buildings in October. At present 250 hands are employed by the company, which number will be increased as soon as the plant is completed.

Miscellaneous.

Frankfort, N. Y.—At the annual meeting for election of directors and officers of the Continental Tool Company, nine directors were elected, who chose the following officers: President, W. T. Baker; vice-president, W. H. Roberts; secretary, E. B. Odell; treasurer and general manager, J. R. Lewis.

Grand Rapids, Mich.—At the annual meeting of the stockholders of the American Handle Company the following directors were re-elected: W. H. Thompson, Grand Rapids; W. W. Mitchell, Cadillac; Otto Salchaw, Central Lake; B. M. Bailey, Bradford, Pa.; D. B. Kelly, Lucas, Mich.; M. D. Olds, Cheboygan; W. K. Jackson, Buffalo, N. Y.; Homer Sly, Bay Shore, Mich.; C. W. Bibb, Minneapolis; H. P. Lucas, Escanaba; D. H. Hinkley, Brutus, Mich., and J. R. Severance, Oberlin, O. The directors met immediately after and re-elected the following officers: B. M. Bailey, president; D. B. Kelly, vice-president; M. M. Spalding, treasurer, and W. H. Thompson, secretary and general manager; executive committee, B. M. Bailey, W. W. Mitchell and W. K. Jackson. The reports showed the company to be in a splendid condition.

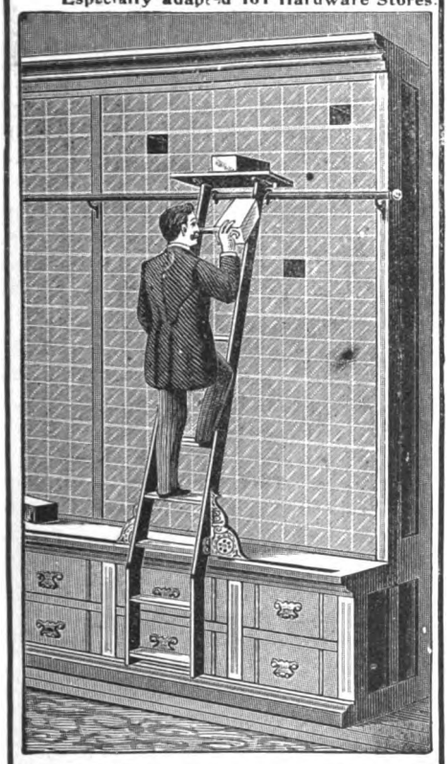
Syracuse, N. Y.—The stockholders of the Syracuse Chilled Plow Company in annual session elected the following officers: President, Carlton A. Chase; vice-president, Joseph C. Willetts; 2d vice-president, Aurin M. Chase; secretary, William W. Wiard; treasurer, Jas. Manning; trustees, Carlton A. Chase, Joseph C. Willetts, Aurin M. Chase, William W. Wiard, James Manning, Harry Wiard, Francis Hall, Thomas J. Leach, Albert N. Hiscock.

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THE BICYCLE STEP LADDER.

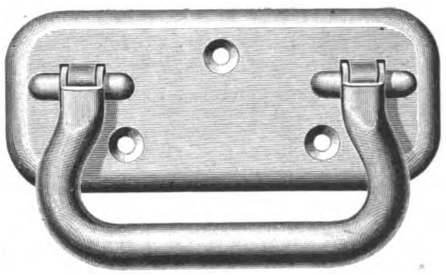
Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated and safest store ladder made. Highest Award World's Fair. Write us. THE BICYCLE STEP LADDER CO., 65 Randolph St., Chicago, Ill.

These Steel Chest Handles are New

but people like them and they are profitable goods for dealers.



We make three sizes in all the desirable finishes, and also have them ornamented and with different styles of plate. They are very strong. Send for a sample and prices.

They sell well—our Ornamental Letters and Figures.



The figures are used for house numbers; also for room doors in hotels, schools, office and public buildings, and for other purposes.

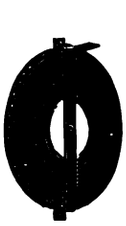
We make different sizes and styles; they are of bronze metal, furnished highly polished or nickel plated, or antique copper finish—other finishes to order.

We have ornamental letters, too.

You should carry a stock of these goods.

SARGENT & COMPANY, Manufacturers,

New Haven, Conn. New York. Phjladelphia. Boston. Chicago.



BOX STRAPPING OF ALL KINDS

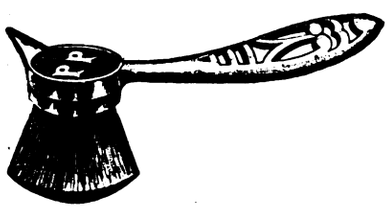
BOX CORNER FASTENERS, SEALS, ETC.

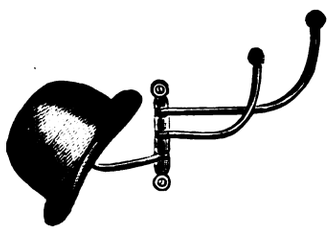
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.

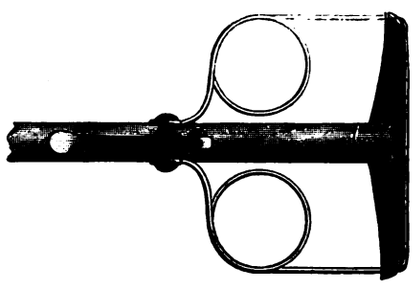
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

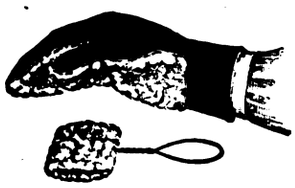


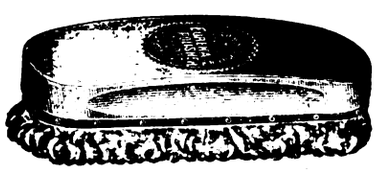
HOUSEHOLD SPECIALTIES FOR EXPORT











PARKS & PARKS

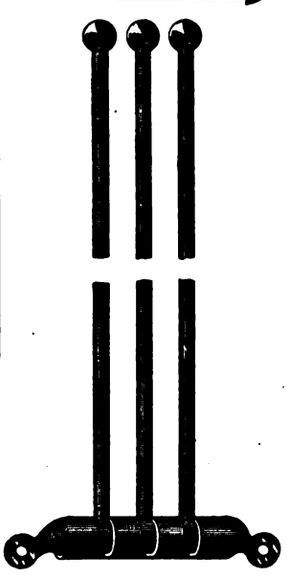
TROY, N. Y., U. S. A.

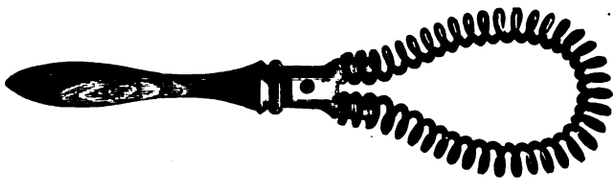
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Hardware and Household Specialties

ALL GOODS WARRANTED.

Catalogue and Prices furnished on application.





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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Binghamton, N. Y.—The Sportsman's Supply Company has been incorporated by James B. Ward, Guy B. Haskell and Louis M. Weed.

Chicago, Ill.—The Moran & Wolfersperger Gun Company has been incorporated to manufacture guns and shooting implements. The capital stock is $10,000 and the incorporators are Worth E. Gaylor, James P. Harrold and William Mannhardt.

Edinburg, Scotland.—The B. B. B. Rubber and Gutta Percha Company, Ltd., has been formed to manufacture machinery for winding golf ball cores, and to carry on business in rubber goods generally.

Gloversville, N. Y.—The Harris Reel Company has been incorporated. Incorporators are: W. J. Harris, C. L. Jordan and A. F. Jordan of Gloversville. The capital stock is $50,000. Fishing reels will be manufactured.

New York, N. Y.—Alexander Fisher has been incorporated (motors); capital $10,000. Directors W. A. Johnson, Alexander Fisher and D. D. Stevens, of New York City.

Changes.

Boston, Mass.—The Boston Cycle and Sundry Company, has obtained control of the Crouch motor bicycle and will market the output.

Duluth, Minn.—The Hercules Powder Company are erecting a business block, which, when finished, they will occupy a portion of as their headquarters.

Duncannon, Pa.—John Martin and Charles G. Moses are building a gunstock factory which they will operate when complete.

Emeryville, Cal.—P. Smith has removed his business to a new building, which he had erected for it. His store and showroom occupy the front of the ground floor, and the rear portion of the same floor has been fitted up as a first class repair shop.

Marysville, Ohio.—The Admiral Bicycle Lamp Company has changed its name to the Sandard Stamping Company.

Mifflenburg, Pa.—C. C. Rote has removed to larger quarters in Chestnut Street, and in addition to his gun and bicycle repair work is carrying a stock of sporting goods and loads shells.

Redditch, Eng.—The firm of William Bartlett & Sons, R. Harrison, Bartlett & Company and J. Smallman & Company, all of Redditch, have recently been absorbed by Henry & Sons, Ltd., manufacturers of fishing tackle, hooks, needles, etc.

Salt Lake City, Utah.—Christie & Anakin, dealers in sporting goods, have sold their business to Meredith & Guthrie and this firm will continue the business at 333 South Main Street.

Sunderland, Eng.—A new company, under the firm name of William Mills, Ltd., has been formed by the consolidation of The Standard Golf Company, and W. Mills & Company, with a capital of £30,000.

Utica, N. Y.—Clark, Horrocks & Company, 34-36 Whitesboro Street, have, during December, enlarged their fishing tackle manufacturing plant. A one-story and basement building 24x64 feet in size has been erected, with foundations and walls heavy enough to support two additional stories if at any time they wish to enlarge.

Wichita, Kan.—Shallenberger Bros. purchased at auction on Dec. 21st, the stock of sporting goods and bicycles formerly carried by H. H. Hess & Company.

Miscellaneous.

A. E. Lard, the American inventor of a highly successful single-trigger gun, has just patented in England a system of detachable lock-plates for side-lock guns.

Albany, N. Y.—The election of officers of the North End Wheelmen, on January 11, resulted as follows: President, P. H. McDonald; vice president, William J. Burke; recording secretary, Joseph A. Cunningham; financial secretary, Philip Marhoefer; treasurer, Joseph P. Hogan; board of directors, William V. Cooke, Edward Dillon, William Skinkle, John W. Viggers and Edward Van Cott.

Athens, Greece.—It is said here that the Grecian budget for 1904 will include a credit for the purchase of 120,000 magazine rifles and several batteries of artillery.

Batavia, N. Y.—Trustees were elected as follows at the recent annual meeting of stockholders of the Baker Gun & Forging Company: E. W. Atwater, the Hon. George Bowen, W. Harris Day, A. G. Hough, the Hon. R. A. Maxwell, W. T. Mylcrane and F. M. Farwell. The board is the same as last year, with the exception that Mr. Farwell succeeds H. T. Miller.

Chicago, Ill.—Officers for 1904 have been elected by the Lincoln Cycling Club as follows: President, J. T. Booz; vice president, G. W. Cooper; secretary, D. B. Feist; treasurer, J. E. Hartwell; librarian, C. A. Curry. Directors—Charles W. Gregory, Charles F. McKinley, John M. Miller, E. A. Price, Jr., F. D. Wallace and John Wilkinson, Jr.

Columbus, Ohio.—The stockholders of the Columbus Sporting Goods Company, at their annual meeting elected the following directors for 1904: J. A. Jones, Dr. A. C. Wolfe, J. C. Sherwood, J. W. Carter, J. W. Reed, John H. Mackie and Dr. C. D. Watkins, the latter of Etna, O. The following officers were elected: President and manager, John H. Mackie; vice president, Dr. A. C. Wolfe; secretary and treasurer, J. W. Reed. A satisfactory dividend was declared on the stock.

Middletown, Ohio.—The officers of the Miami Cycle & Manufacturing Company were elected with P. A. Gorg as president; W. L. Dechant, vice-president; Harry Walburg, secretary-treasurer. Albert Hare was selected as superintendent of the factory for another year.

New York, N. Y.—The tenth annual election of officers of the Century Wheelmen held at the clubhouse, Nos. 444-446 Amsterdam Avenue, on January 19, resulted in the choice of the following: President, E. Willis Warfield; vice-president, William H. Hale; financial secretary, Waite H. Gorton; recording secretary, William E. Parker; corresponding secretary, Robert R. Kallman; treasurer, Willis E. Frost; captain, William H. Mackay (the captain chooses his assisting officers, first and second lieutenants, color bearer, bugler and surgeon); board of directors, William H. Klinker (to serve two years); Joseph P. Walsh (two years), Walter Eveleth (one year), Thos. F. Shanahan (one year), Lester W. Palmer (two years), William H. Nolan (one year), Albert Schwebke (two years), Ivah A. Jones (one year).

Nuremberg, Bavaria.—Nearly 10 per cent. of the population of Nuremberg, one of the imperial free cities in Bavaria, are owners of bicycles. The population is 260,000, and the owners of bicycles number 25,100.

Reading Pa.—The Penn Wheelmen held their annual election of officers on January 14, with the following result: President, Bohilke Luerssen; vice-president, Miller M. Deen; treasurer, Ray Helms; financial secretary, Ed. A. Edelman; recording secretary, John B. Bowers; captain, R. C. Potteiger; first lieutenant, Ed. Mark; second lieutenant, Ed. Scull, Jr., bugler, Stanley Bellemere; color bearer, J. H. Snyder; board of directors, William G. Rees, A. J. Geiger, Webb Fox, Frank Ermentrout, O. Wolf.

Embarrassments.

Chicago, Ill.—James L. Board, manufacturer of bicycles at 76 South Canal Street, has filed a schedule in bankruptcy proceedings with liabilities at $689,313 and assets at $181,278.

New York, N. Y.—Mikell G. Oppenheim, 356 West 145th Street, formerly a dealer in bicycles and supplies, has filed a petition in bankruptcy with liabilities of $12,756 and nominal assets of $1,267.

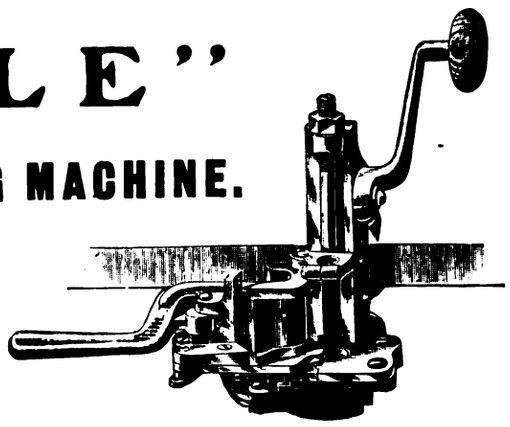
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THE NEW

"INVINCIBLE"

PATENT

HAND POWER BOTTLE CORKING MACHINE.



IMPROVED TYPE.

The only machine of its kind fit to be handled as shelf goods.
Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.
Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**

HUGO REISINGER, Manufacturer.

HOWARD E. CASE & CO., Export Agents, 116 Broad Street, N. Y.

11 BROADWAY, N. Y.

IN connection with the FISHING RODS we manufacture, we are prepared to quote very attractive prices on everything in FISHING TACKLE. Write us what you want and we will be glad to quote you prices.

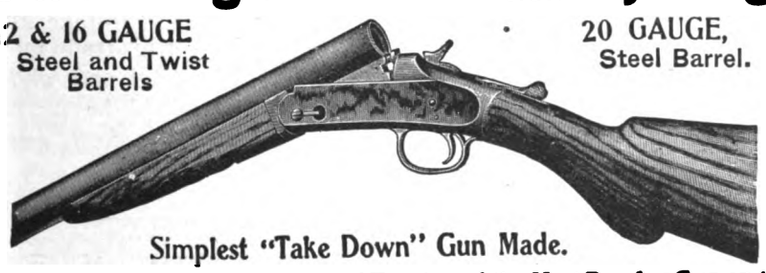
CLARK, HORROCKS & CO.,

UTICA, N. Y.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

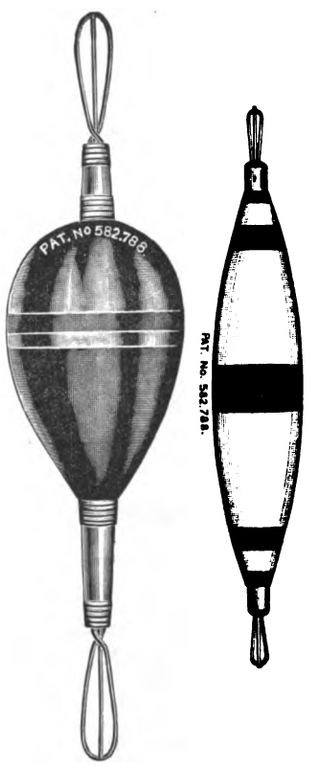
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. **WORCESTER, MASS.**

Fishing Floats? Yes, The Best

now to be had that bring profits to the dealer are . . . .

Mast's PATENT FLOATS



The material of which they are made is tougher, lighter and more buoyant than cork. Practically indestructible. They have proved business baits for sportsman's trade.

Stop and consider our Patent Floats before sinking your money into inferior goods for 1904.

J. M. MAST MFG. CO.
LITITZ, PA., U. S. A.

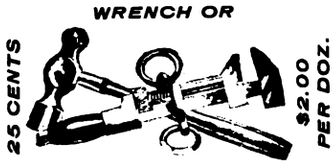
The Original Sandage Steel Skein.



We also manufacture all kinds of Cast Skeins and Wagon Castings. Ask for Catalogue and prices.
Sandage Steel Skein Co., SO. BEND, IND.

A Perfect Model

WRENCH OR



25 CENTS $2.00 PER DOZ.

HAMMER

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone Handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, **on consignment,** to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.



The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

STYLE OF IMPRINT

123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

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BERGER'S METAL CEILINGS

A Business Builder

In Artistic Metal Ceilings, made by us, the largest manufacturers of sheet metal work in the world, is sure to be found in our

Berger's "Classick"

Our facilities for helping you are the best. Without charge we will get up for you dimension sketch, showing suitable ceiling combination for any room on which you have a chance to figure on.

That alone will help you much to get business. To see Berger's "Classick" is to want it.

Our handsome Catalogue tells more about them. Shall we send you a copy.?

The Berger Mfg Co.
Canton, O.

EXPORT DEPT.
210 East 23d St., New York.
Cable Address: "Bergeroof,"
Lieber Code.

WHERE COLORS COME FROM.

Bistre is the soot of wood ashes.

Indian yellow comes from the camel.

Ivory chips produce the ivory black and bone black.

Various lakes are derived from roots, barks and gums.

Turkey red is made from the madder plant, which grows in Hindostan.

Mastic is made from the gum of the mastic tree, which grows in the Grecian archipelago.

Blue black comes from the charcoal of the vine stalk. Lampblack is soot from certain resinous substances.

Chinese white is zinc, scarlet is iodine of mercury and native vermilion is from the quicksilver ore called cinnabar.

The cuttlefish gives the sepia. It is the inky fluid which the fish discharges in order to render the water opaque when attacked.

Little real ultramarine is found in the market. It is obtained from the precious lapislazuli, and commands a fabulous price.

India ink is made from burned camphor. The Chinese are the only manufacturers of this ink, and they will not reveal the secret of its manufacture.

The cochineal insects furnish a great many of the fine colors. Among them are the gorgeous carmine, the crimson, scarlet carmine and purple lakes.

The exquisite Prussian blue is made by fusing horses' hoofs and other refuse animal matter with impure potassium carbonate. This color was discovered accidentally.

The yellow sap of a tree of Siam produces gamboge; the natives catch the sap in cocoanut shells. Raw sienna is the natural earth from the neighborhood of Sienna, Italy. Raw umber is also an earth found near Umbria and burned.

"BLUE BOOK" CREDITS OF THE HARDWARE IRON & METAL TRADES.

We have just issued the most complete and reliable book of credit ratings for this special branch of trade that has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The ***paying record*** is based upon ***ledger experience*** of credit men everywhere.

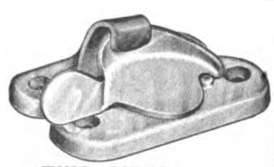
You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a ***specialty*** of it?

Terms of subscription can be had by addressing

Iron and Hardware Mercantile Agency,

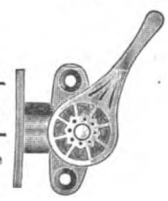
BOSTON, 157 Federal St.
NEW YORK, 320 Broadway.
CINCINNATI, 106 East 3d St.
CLEVELAND, 844 Society of Savings Bldg.

MONITOR SASH LOCKS



NEVER BREAK. Operate Perfectly

TWO SIZES
ALL FINISHES



CHAMPION SIDE LOCK

New Catalog of Hardware Specialties Ready

The Champion Safety Lock Co., Geneva, Ohio

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

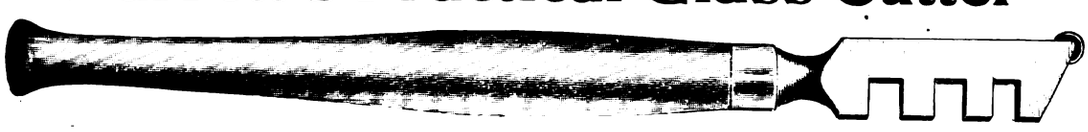
THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

HORSESHOE MAGNET HAMMER
WARRANTED.



Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades
SUPERIOR TO ANY MAGNETIC TOOL HERETOFORE MADE.
Arthur R. Robertson, Patentee and Sole Mfr.,
144 OLIVER STREET, - - BOSTON, MASS.

Barrett's Practical Glass Cutter



W. L. BARRETT, Bristol, Conn., U. S. A.

4000

Per day is the rate at which we are turning them out. Sold all over the world. An excellent seller. Our Catalogue will convince you.

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Whittemore's Polishes

The World's Standard.



Oldest and Largest Manufacturers of Boot Polishes in the World.

BOSTON, MASS., U. S. A.

"BON-TON" OIL POLISH

For blacking and polishing Ladies' and Misses' kid and all fine black shoes. The only Ladies' Shoe Polish that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Once used, always used. Finest quality in the World. With cork, wire and sponge; shines without brushing; always ready to use.

Price, per gross $14.00

Discount, 10 per cent.

"SUPERB" POLISHING PASTE

For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.

Price, per gross, large tin boxes $6.50
Price, per gross, small tin boxes $3.50

Discount, 10 per cent.



"DANDY" COMBINATION

For cleaning and polishing all kinds of Russet, Brown or Yellow colored Boots and Shoes.

Price, per gr., large size $14.50
"Star" size, per gross ..... $ 7.50

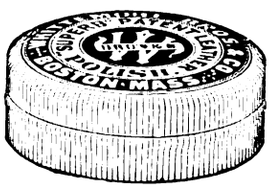
Discount, 10 per cent.

"DANDY" POLISHING PASTE

For polishing all articles made from Russet, Brown or Yellow Leather.

Price, per gross, large tin boxes $6.50
Price, per gross, small tin boxes $3.50

Discount, 10 per cent.



"ELITE" COMBINATION



The ONLY first-class article for Ladies" and Gents' "BOX CALF," "VICI KID," and all Black Shoes. The ONLY Polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Price, per gr., large size $15.00
"Baby Elite" size, per gr 8.00

Discount, 10 per cent.

PRIZE MEDAL "ROYAL GLOSS"



For Ladies' and Misses' Black Shoes. Warranted superior to any $8.00 polish in the market, shines without brushing.

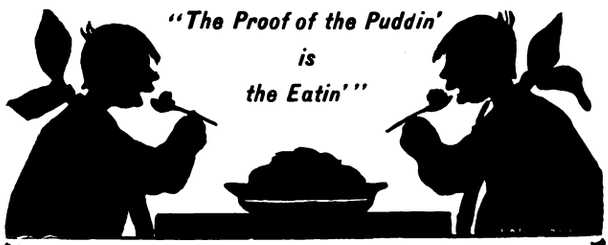
4-oz bottles, with cork, wire and Sponge, in sawdust, per gross, $7.50
Bottles in Cartons, per gross -- $8.00

Discount, 10 per cent.

All first-class articles that suit everyone.

If you are not suited and want the Best, send us a trial order.

Orders can be sent through any commission house in London, New York or Boston Above prices f. o. b. Boston or freight paid to New York.



A SINGLE TRIAL ORDER OF

"NICE"

Filler or Varnish

WILL CONVINCE YOU THAT EVERY STATEMENT WE MAKE FOR THEM IS BASED ON SOLID FACTS . . . .



Liquid Filler supremacy at home and abroad is conceded to these brands. Live dealers everywhere sell them. Calculating consumers everywhere use them.

.. NICE ..
VARNISHES AND FINISHES

enjoy an enviable reputation and deservedly so. Made from the best obtainable Gums and other Raw Materials, by the most approved methods and properly aged, they are unsurpassed for uniformity and durability. Their distinguishing features are perfect flowing and wearing properties combined with high, brilliant gloss.

We will ship to the trade in any part of the world any or all of the following sample cases at prices quoted, F. O. B. Cars or Dock, Philadelphia or New York:

12-1 gallon cans	"NICE" Liquid FILLER	$12.00
12-1 " "	"Y. S." " "	9.30
6-1 " "	Each (12 gallons in all)	10.65

Each of the above cases contain 3 cubic feet and weigh 140 pounds gross.

12-1 gallon cans	"Superior" Inside Varnish	$16.20
12-1 " "	"T" " "	10.20
6-1 " "	Each (12 gallons in all)	13.20

Each of the above cases contain 2¼ cubic feet and weigh 120 pounds gross.

Booklet "Natural Wood Finishing" mailed on request.

E. E. NICE

Philadelphia, Pa., U. S. A.

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American Fork & Hoe Company

710 American Trust Building, Cleveland, Ohio

LARGEST MANUFACTURERS IN THE WORLD OF HAND FARMING TOOLS, BOTH WOOD AND STEEL

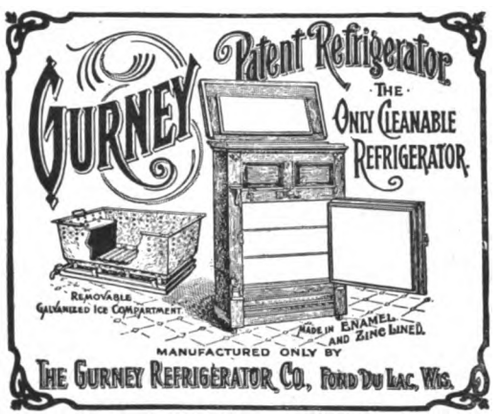
TWELVE LARGE FACTORIES

Making the following well-known brands of goods:

ASHTABULA	GENEVA	BATCHELLER	HARRIMAN
BOLLES	JACKSON	COLUMBUS	OTSEGO
ELY	PHILADELPHIA	FT. MADISON	UTICA

PRICE LISTS AND CATALOGUES ON APPLICATION.

EXPORT OFFICE: 503 BOWLING GREEN BUILDING, NEW YORK.



THE "Gurney" is leader in style and finish, and first class in every particular.

The "Gurney" is packed with mineral wool and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" can be kept absolutely pure and clean by the use of Removable Galvanized Ice Compartment.

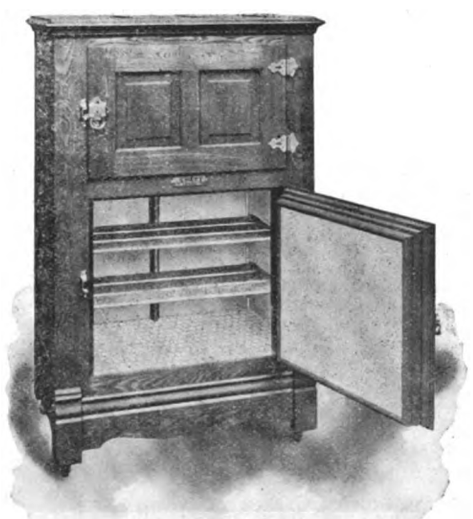
We also manufacture the "La Belle" and "Cold Wave" lines of Refrigerators.

Largest and best equipped refrigerator factory in the United States.

Capacity 200 refrigerators per day.

Ask for catalogue.

MAY WE



SEND YOU OUR 1904 CATALOGUE

Showing the finest opal-glass lined refrigerators in the market?

FOR OVER HALF-A-CENTURY

We have been in this business and this refrigerator is the result of our long experience.

The John C. Jewett Mfg. Co.,

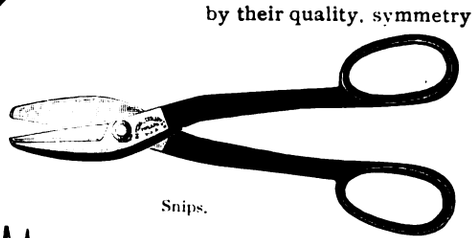
BUFFALO, N. Y.

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NATIONAL

Shears and Snips

have earned their international reputation for being the best by their quality, symmetry of proportion and superior finish.



Snips.



No. 70.

OUR CATALOGUE

is replete with information about our complete lines of Ladies' Scissors, Pocket Scissors, Straight Shears and Snips of every description. . .

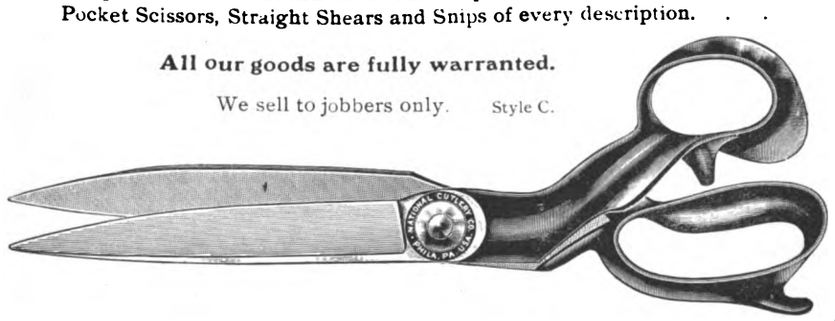
All our goods are fully warranted.

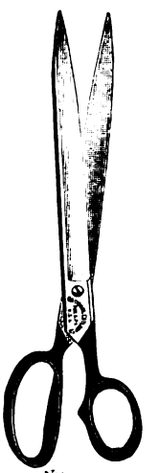
We sell to jobbers only.



No. 88.

Style C.





No. 75.

National Cutlery Co.

3d and Lehigh Ave., Philadelphia, Pa., U. S. A.

CUSHMAN & THOMPSON, Agts., Aldersgate Bldg., Aldersgate St., London.



COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent Shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note— We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our line will be shown at Chicago, on and after January 2nd, by Mr. F. L. Hood, at the New Exhibition Building, 3rd floor, 1411 Michigan Ave

Our New Catalogue will be ready about December 20th. Shall we send you a copy?

COOPER & McKEE,

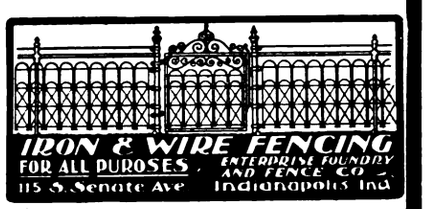
113 to 121 LORIMER STREET,

BROOKLYN, NEW YORK.

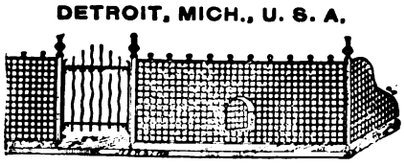
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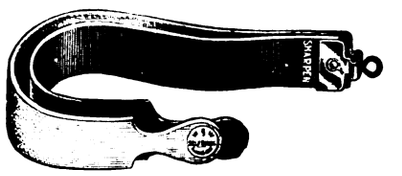
J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

No Honing Necessary
where the
W. & W. Self Honing
Razor Strop
is used



This strop is subjected to a chemical treatment (no grit) which will not wear off and which acts like magic on a razor.

Will not injure the most expensive razor and is always ready for use.

Liberal Discounts to Dealers.

American Razor Strop Co.,
Fremont, O.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

For Sale.

FOR SALE or will take partner in goop paying retail Hardware Stores and Farm Implement business, with or without property; located in thriving, healthy, central Californ a town. Propertyvalued five. (5) thousand dollars, stock, five (5) thousand; all cash not necessary. For particulars address "Hardware," P. O. B. No. 90, Reno, Nevada. (82

Salesmen Wanted.

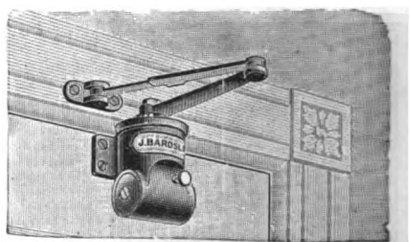
SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

VIENNA IRON AGENT

wants agencies in the iron and kindred lines, eventually on a commission basis, with show rooms, for Austria-Hungary. First class references. Apply to
Energisch 8460, Rudolph Mosse, Vienna, Austria.

SITUATION WANTED—As Salesman in wholesale or retail Hardware store in New York City. At present holding position as assistant manager in large Hardware store in another city. Best of references. Address Harry Pence, care HARDWARE.

THE "BARDSLEY"
Oil Door Check AND Spring



HAS new and improved features; is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door, and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

Size A, each, $3.50 Size D, each, $6.00
" B, " 4.00 " E, " 7.00
" C, " 5.00

Liberal Discount to the Trade.

JOSEPH BARDSLEY,
147-151 Baxter St., New York City.
Boston, Mass., 19 Pearl Street. Chicago, Ill., 86 Lake St.
San Francisco, Cal., 519 Mission Street.

GOVERNMENT PROPOSALS.

TREASURY DEPARTMENT. Bureau of Engraving and Printing, Washington, D. C., February 1, 1904.—Sealed proposals will be received at this office until 2 p. m. on the dates below named, to furnish during the fiscal year beginning July 1, 1904, the following classes of supplies, viz: Monday, March 21, 1904: Dry colors, rubber goods, engravers' supplies, textiles; Tuesday, March 22, 1904: Hardware, oils, dextrine, grocers' sundries; Monday, April 11, 1904: Paper, binders' supplies, plumbers' supplies, chemicals; Tuesday, April 12, 1904: Electrical supplies, printers' inking rollers, strawboard boxes, lumber. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information desired, will be furnished intending bidders on application to WM. M. MEREDITH, Director of Bureau.

To Let

Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.

Factories
For Sale and To Rent

Plots for Sale, suitable for Factory purposes. Lofts to Rent, with and without power; for plans and particulars apply to Factory Department. : :

CHAS. H. EASTON & CO.,
REAL ESTATE BROKERS,
116-118 West 42nd St. NEW YORK CITY, N. Y.

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A Timely Tip

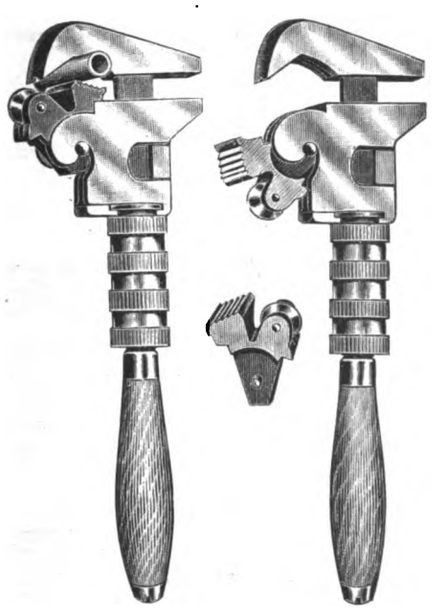
"LOOK BEFORE YOU LEAP"

and before buying any sort of COMBINATION WRENCH we want you to compare carefully what we claim for our

... COMBINATION ...

PIPE AND MONKEY WRENCH AND PIPE CUTTER

It's ONE tool which does the work of three separate tools.



The **TIPPING** feature in the Pipe Grip insures a **positive** and **instant** Grip, and holds Pipe firmly without crushing. Will not slip or lock on pipe; releases instantly on backward movement without wedging.

By throwing the Gripping Jaw back, the pipe can be placed or re-placed in V of Wrench without running nut or sleeve back more than one turn.

The **PIPE CUTTER WHEEL** is eccentric, thus insuring a free and rapid cutter, and enables the operator to force up on the nut, or sleeve, when low part of Wheel is in contact with the pipe.

This high class tool meets the approval of the most exacting mechanics. Parts interchangeable. Not liable to derangement. Not extrvagant in price.

SEND FOR CIRCULAR.

Bonney Vise & Tool Works, (Inc.)

3015 Chestnut St., Philadelphia, Pa.

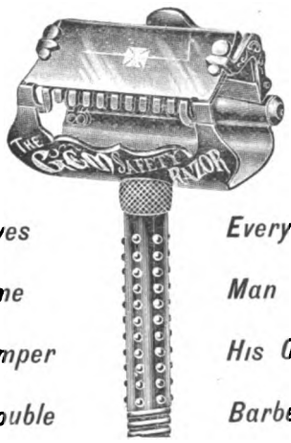


The "Gem" Pulls

Business, "**Without Pulling**" a single hair or whisker while shaving.

It represents perfection in Safety Razors. It lives up to the spirit and letter of our every advertisement seven days in a week.

THE 1904 "GEM"



Saves *Every*

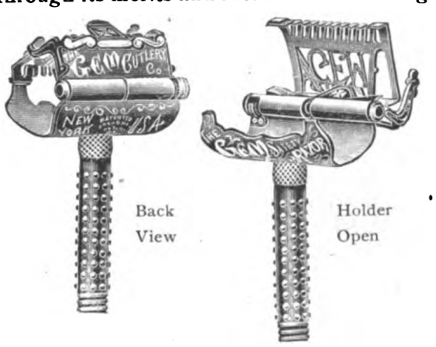
Time *Man*

Temper *His Own*

Trouble *Barber*

"A GOOD RISK"

when it comes to selling it, because it has reached the highest point of popularity through its merits and extensive advertising



They All Look Alike

There is, APPARENTLY, little difference in Safety Razors as you look at them from the distance—but they dont shave alike.

There's a whole lot of difference when put to a thorough test.

The "GEM" looks all right, shaves all right—sells all right.

A sample order will convince you beyond the shadow of a doubt.

Gem Cutlery Co.

34 Reade St., New York, U. S. A.

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GET OUR PRICES BEFORE ORDERING

BOX ORNAMENTS AND CORNERS.
BRASS GOODS MANFG. CO.
Corner Union and Nevins Streets, BROOKLYN, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE, AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.



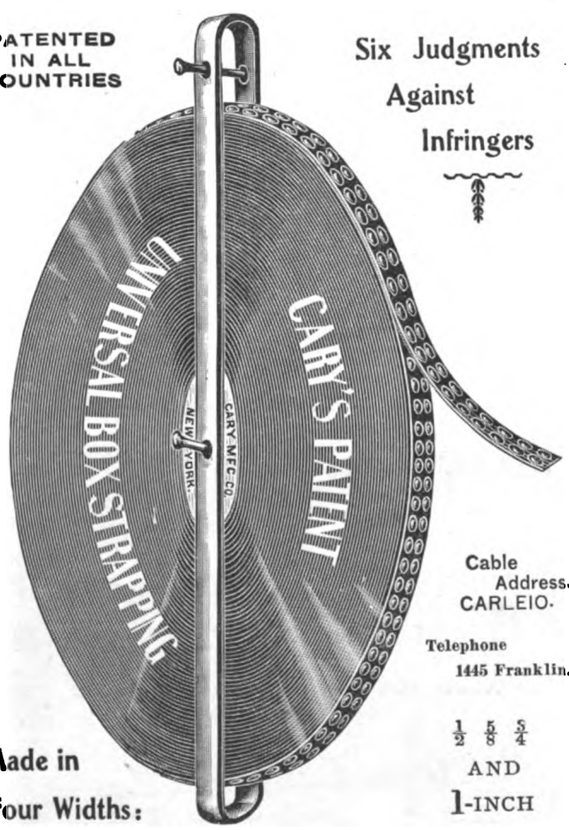
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. Send for Catalogue.

ESTABLISHED 1845
DUNBAR BROTHERS
MANUFACTURERS OF
STEEL (OIL TEMPERED) SPRINGS
ALL KINDS OF SMALL SPRINGS
MADE FROM
SHEET STEEL & STEEL & BRASS WIRE.
BRISTOL, CONN. P.O. BOX 416

Cary's Universal Box Strap.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers



Cable Address. CARLEIO.

Telephone 1445 Franklin.

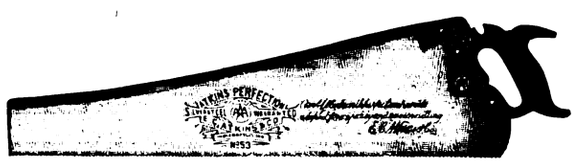
Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

CARY MANUFACTURING CO.
19 and 21 Roosevelt St., New York.

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Chicago, Ill.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Seattle, Wash.
Toronto, Ont., 30 Front St., East.

Factories and Home Offices,
INDIANAPOLIS,
Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B..... 60c
G. D..... per M 34@ 35c
F. L..... per M 40@ 45c
G. E..... per M 50@ 52c
Musket..... per M 62@ 63c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M..... 20%
All other Primers per M $3.00.
In ¼ Boxes..... 20&5%
In 1-10 Boxes..... 20%

CARTRIDGES—

Blank Cartridges:
32 C. F., $6.50..... 10&5%
38 C. F., $7.00..... 10&5%
22 cal., Rim, $1.50..... 10&5%
32 cal, Rim, $2 75..... 10&5%
B. B. Caps, Con. Ball, Swgd ... $1 90
B. B. Caps, Round Ball..... $1 49
Cent. Fire..... 25%
Target and Sporting Rifle..... 15&5%
Primed Shells and Bullets..... 15&10%
Rim Fire Sporting..... 50%
Rim Fire Military..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges..... 60&5%
Climax, Club, Rival, 10 and 12 gauge..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1 , 12, 16 and 20 gauge..... 20%
Climax, Union, League, New Rival, 10 and 12 gauge..... 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder..... 40%
Loaded with Smokeless Powder, medium grade..... 40&5%
Loaded with Smokeless Powder high grade..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag.. ..... $1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag..... 1.85
Chilled, 25-lb bag..... 1.85
Dust Shot, 25 lb bag..... 2 25
Markle's Chilled..... 1 85
Raymond's Chilled..... 1.85
Sparks Chilled..... 1 85
Tatham's Chilled..... 1.85

GUN WADS—℔ 1000—

E. E., 11 up	$ .60
E. E., 9 & 10	.70
E. E., 8	.80
E. E., 7	.80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1 50

15%

Ely's E. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20..... $3.00@$3 25

Adjusters, Blind—

Columbian..... 33⅓%
Domestic..... 33⅓%

Animal Pokes—

	℔ doz
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net..... 32 00
Burton's per doz pair, Nos. 2 and 5..... 50c
Per doz. pair, No. 1..... 75c
Per doz. pair, No. 4..... 1 00
Kohler's: ℔ gro
Invisible, No. 3..... Net, $5.00
Perfect, No. 2..... Net, 7.20
Bolt Holder, No. 1..... Net, 9.00

Anvils—

American "Horse-Shoe"..... 9¼c
Arm & Hammer..... 8¼@8½c
Eagle Anvils, ℔ lb, net..... 7¼@8c
Hay Budden, Wrought..... 9@9¼c
Horse Shoe Brand..... 9@9¼c
Peter Wright's..... 10¼c
Trenton..... 9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%
Beach Anvils, Phoenix..... 40%

Augers and Auger Bits—

Boring Machine, Snells..... 70%
Com. Auger Bits..... 70@70&10
Forstner Pat. Bits..... 25%
Ford Auger Bit Co.:
Auger Bits..... 40@40&10%
Car " ..... 40@40&10%
Machine Bits..... 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82..... 55&10%
No. 10 Extension Lip..... 25&10%
Car Bits, No. 10..... 25&10%
Car Bits, No. 80..... 40&7½&10%
Ring Augers..... 60⅔&10%
Jennings' Pattern..... 50&10%@60%
Snell's Auger and Car Bits..... 60%
Extra..... 60%
No1..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car..... 40%
Jenning's Pattern Machine..... 25%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—

Ames..... 25&10%
Bonner's Adjustable..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3..... 25&10%
Hibbard's Adjustable..... Net prices
Ives..... 25&10%
Millers Falls, Goodell..... 15&7½&10%
Swan's..... 40%
Universal, each $4.50..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co..... 25&10%
Clark's small, $18..... 50&10%
Clark's large, $26..... 50&10%
Ives' Model, ℔ doz. $60..... 50%
Swan's..... 60%

DOUBLE CUT GIMLET BITS—

Common, net..... $2.75@3.00
German Pattern, net..... $1 00@4 25
Mayhew's Diamond ℔ doz. $1.25.. 40%
Swan's..... 40&10%
C. E Jennings & Co..... 45&10%
Ladds..... 60&10%
Mayhew's..... 40&10%
Snell's Bell Hangers..... 60%&5%

TWIST DRILLS—

Bit Stock..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co..... 40&10%
L'Hommedieu's..... 15&10%
Snell's..... 60%
Watrous'..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad..... 40&10%
Handled Scratch..... 40&10%
Patent Peg..... 50%
Sewing, Com..... 88c@$1.00
Shouldered Peg..... 50%
Shouldered Brad..... 50%
Socket Scratch ℔ doz..... $1.00
Stanley Rule & Level Handled Brad..... 80&10%
Patent Pegging..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10..... 60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.. 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7..... 50%
Ice Awls..... 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles..... 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50... 30&10%

Axes—

First quality, best brands..... $5.50@6.00
First quality, Jobbers' brands. 5.25@5 75
Beveled, add 25c. ℔ doz.
Ice, Bradleys..... 30%
Bradley's wide bit, net..... $10.50
Long Island, net..... 9 00

HATCHETS—

Hunt's Underhill's or Blood's. 40&10%
Plumb's:
Shingling, etc..... 33⅓&5
Broad and Bb'l..... 33⅓%
Boys Axes..... 33⅓&5
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc..... 50&5%
Picks and Mattocks..... 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case)..... .15 ea.
2 " " " ..... .25 "
10 " firkins (6 in case)..... $1.20 "
25 " ..... 2.75 "
50 " kegs..... 5.00 "
100 " " ..... 9 00 "
200 " ¼ bbls..... .08½lb
375 400 lb " ..... .08½lb

Balances—

Chatillon's:
Light Class A..... 40&10%
Circular Balances, Class C..... 50%
Ice Balances, Class B..... 50%
Straight Balances, Class A1 and A2. 40%
Class D, E, F..... 30%
Class G..... 20%

Balances, Sash—

Caldwell's..... 50%
Pullman's..... 50&10@60%

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $7.50..... 25@30%
Tinned, each, $9 00..... 25@30%

Bells—

HAND—

Extra Heavy Brass..... 60@60&10%
Light Brass..... 60&10%
Pure Bell Metal..... 55@60%
Silver Chime..... 33⅓@33⅓&10
White Metal..... 60%

DOOR—

Trip, Gem..... 50&10%
Alarm, Abbe's..... 40@40&10%
Alarm, Yankee..... 50@55%
Gong, Abbe's..... 40@45%
Gong, Yankee..... 50@55%
Lever, R. & E. Mfg. Co.'s.. 55@55&10%
New Departure..... 45@50%

COW—

Common Wrought..... 75%
Kentucky..... 70@70&10%
Kentucky, Sargent's List..... 70%
Texas Star..... 50%
Western, Sargent's List.... 70@70&10%

Bellows—

Blacksmiths'..... 70%
Hand..... 33&10%
Moulders'..... 35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston"..... 50%
"Imperial," seamless stitched.... 45%
Niagara..... 60%
N. J. Car Spring & Rubber Co.:
Extra Para..... 40&10%
Reliable..... 50&10%
Staple..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand..... 60%
Competition Brand..... 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50..... 50%
Phoenix..... 50%
Seymour Smith & Sons..... 35&10%
Miller's Falls..... 15&10%
Weston's..... 40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12½c

Bit Holders—

Angular..... 45%
Extension:
Barber's, ℔ doz. $15.00..... 45@50%
Ives' ℔ doz. $20.00..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ℔ doz. $3.00..... 33⅓%
Excelsior ℔ doz. $10.00..... 50&10&5%
North's..... 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Security Gravity ℔ gr..... $9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel..... 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel... 60&60&10%
Eddy's..... 60@10&70%
Harts' Steel..... 50@50&10%
Iron Strapped, Japan'd Sheaves. 70&10%
Iron Strapped, Lig Vitae Sheaves... 60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves..... 40%
Lanes:
Junior, Self Sustaining..... 30%
Pat. Automatic..... 30%
Perfect Safety..... 30%
Stowell, Novelty Block..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.... 60&10%
Cast Iron Chain..... 60&10%
Cast Iron Shutter Bolts..... 60&10%
Ives' Patent Door Bolts..... 60%
Wrought Barrel..... 75@10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square..... 50@50&10%
Wrought Shutter, Standard list.. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list. 50@50&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list..... 50&10@60%
Wrought Spring, Sargent's.. 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts..... 75&10%
Machine, Plain Nuts.. 75&10@75&15%
Carriage, Common..... 75&5@75&10%
Phila., Eagle, list May 24, '99..... 80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted..... 72½%
Eagle Phila..... 82½%
Norway, Phila..... 80%
Common..... 72½&10%
Norway, Phila..... 80%
Pertchester, Norway..... 80%
Phila..... 80%

STOVE AND PLOW—

Plow..... 60%
Stove..... 80%

MISCELLANEOUS—

Sink..... 80

Bone Mills.

Enterprise..... 25@30%
Stearns..... 40%

Borers, Tap—

Enterprise..... 20@25%
Each..... $1.25, $1.65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6..... 33⅓&10%
No. 10..... 16⅔&10%
Common Ring..... 20&10%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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These will sell:

Dixon's

- Cycle and Automobile lubricants.
- Carpenter's & Lumber Pencils.
- Silica-Graphite Paint.
- Lubricating Graphites.
- Axle Grease.
- Stove Cement.

THERE ARE MANY OTHER READILY SALEABLE ARTICLES LISTED IN CATALOGUE.

Joseph Dixon Crucible Co., Jersey City

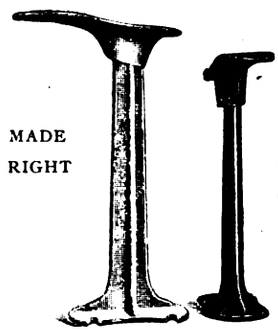
BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·

The Trade Mark that stands for reliable goods, good finish and prompt shipments.

REVERSIBLE

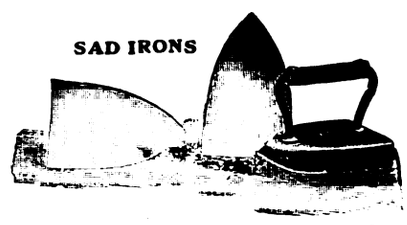
Shoe Lasts and Stands.

Made of Cast Iron.



MADE RIGHT TO SELL RIGHT

SAD IRONS



In this line we are leaders.

Our goods stand the hardest usage.

Our assortment is large.

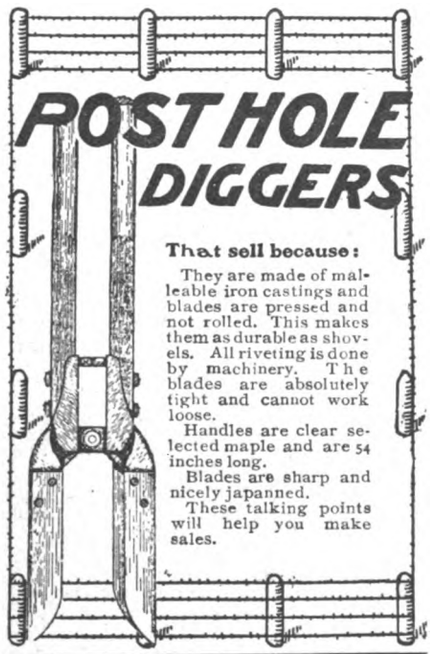
We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

Shall we send you our catalogue?

BLACKLOCK FOUNDRY

South Pittsburg, Tenn.

POST HOLE DIGGERS



That sell because:

They are made of malleable iron castings and blades are pressed and not rolled. This makes them as durable as shovels. All riveting is done by machinery. The blades are absolutely tight and cannot work loose.

Handles are clear selected maple and are 54 inches long.

Blades are sharp and nicely japanned.

These talking points will help you make sales.

We make tacks and nails, too.
Send for circular.
ROCKFORD TACK & NAIL CO.,
Rockford, Ill.

NOTICE

See the Exhibit of

STOWELL HAY TOOLS

at these Conventions

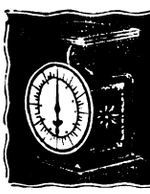
MILWAUKEE, . . FEB., 2. 3 and 4.

DES MOINES, . . FEB. 10, 11 and 12.

ST. PAUL, . . FEB. 23, 24 and 25.

Dealers will see the Latest and **Best-Hay Carriers** ever put on the market. Satisfy yourself if this is not a **fact.**

Stowell Mfg. & Fdry. Co.
So. Milwaukee, Wis.



PELOUZE SCALES
ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 Lbs.
No T 90 WITH TIN SCOOP.
No 92 ½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

WALTER A. WOOD,

Mowing & Reaping Machine Company,

Pioneer Manufacturers and Exporters of . . .

Harvesting Machines

Grain Binders	Corn Binders
Mowers	Reapers
Hay Rakes	Hay Tedders

Factory:

HOOSICK FALLS, New York, U. S. A.

LONDON: 36 Worship St., E. C.

BERLIN: S. O. 26, Elisabeth-ufer 5-6.

50 CENTS A MONTH
Buys Stock in Cooperative Manufacturing Company

50 CENTS A MONTH
Buys a Lot in Cooperative Town

50 CENTS A MONTH
Pays for Both as Lot is Free

Warranty deed to lot and share of stock issued when $50.00 is paid.

Only 50 Cents Just think only 50 Cents

Address with stamp E. THOMPSON WARN,
DIXON, ILLS.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,"....20&10&5%
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114¼....50&10%
No. 208¼@114¼....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's....80&10@60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24,1903.85&10@90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....25%
Humason & Beckley's....33⅓ to 40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept. '96.30@30&10%
CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....40%
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel....₩ doz., $4.50

Sprague, No. 1, $2.00; No. 2, $2.25;
No. 3, $2.50....75&10%
Universal, ₩ doz., $2.00....80%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....30%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&5%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
11/16	3.55
¾	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
} 40%
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97..60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60&10@60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60, &10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport, Trace chains....65%
Stake " 65%
Heel " 30%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....50%
Moore's "Direct"....50%

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00....80%
Ballard's....33⅓%
Cast Iron Steel Points....₩ dos.,....80c
Phoenix....50%
Socket....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ doz.
Bissell's "Cyco" Bearing "American Queen"....$27.00
Bissell's "Cyco" Bearing "Boudoir"....27.00
Bissell's "Cyco" Bearing "Ideal"....25.00
Bissell's "Cyco" Bearing "Gold Medal"....24.00
Bissell's "Cyco" Bearing "Premier"....24.00
Bissell's "Cyco" Bearing "Prize"....24.00
Bissell's "Cyco" Bearing "Welcome"....24.00
Bissell's "Cyco" Bearing "Superior"....24.00
Bissell's "Cyco" Bearing "Grand Rapids," japan trimmed....22.00
Bissell's "Cyco" Bearing "Grand Rapids," nickel trimmed....24.00
Bissell's "Standard," japan trimmed....20.00
Bissell's "Standard," nickel trimmed....22.00
Bissell's "Crown Jewel," japan trimmed....19.00
Bissell's "Crown Jewel," nickel trimmed....21.00
Bissell's "Cyco" Bearing "Parlor Queen"....20.00
Bissell's "Cyco" Bearing "Crystal"....26.00
Bissell's "Cyco" Bearing "Grand"....36.00
Bissell's "Cyco" Bearing "Club"....54.00
Bissell's "Cyco" Bearing "Hall"....60.00
Subject to quantity rebates as follows:
3 dos. a rebate of 50 cents per dos.
5 dos. a rebate of $1.00 per dos.
10 dos. a rebate of $2.00 per dos.
Bissell's Improved "Misses"....9.00
(Subject to quantity discounts.)

National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Mix....
Ohio Tool Co....
P. S. & W....
Swan....
Witherby....
} 70
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%

COLD CHISELS—
Good quality, ₩ lb....15@18c
Buell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ₩ dos
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson....₩ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ₩ dozen net....$3.00

Corn Hooks— ₩ doz
Kretzinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....35%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
The Metal Stamping Co. Ideal,..20&10%
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ₩ dos. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....20%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Bolipse....50&10@60%
Home....50&10
Ogden's....33⅓@40%

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....20%
Phœnix....33⅓%
Perfect....65&10&10
Star (Coil), list Oct. '95....20%
Torrey's Rod, 30 in. ₩ doz., net $1 25
" " 48 in. " " 3 50
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....25@25&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3 00..15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench....30%
Upright, B. & P....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

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A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent*; enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

A Mechanic's Opinion



J. T. McKEG, Hardware Dealer of Montaur Falls, N. Y., writes: "When can I have the second cash register I ordered some time ago. I need it. I am a mechanic and have taken this machine apart and find it perfectly made and of the best material. It should last twenty years."

We are sure YOU will be equally as well pleased as many others who have purchased The "Century."

Please let us hear from YOU. Every machine sent on 7 days' trial and guaranteed for 5 years.

SPECIAL OFFER.—We have a plan for advertising and introducing our machine to new trade which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date, 20th Century Cash Register for VERY little money and on VERY easy terms. Please write for full particulars.

CENTURY CASH REGISTER CO.

656 to 674 Humboldt Ave.,
DETROIT, MICH., U. S. A.



Household Brushes

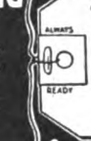
of all descriptions

Midland Brush Mfg. Co.

263 West Lake St.
Chicago.
Send for catalogue.

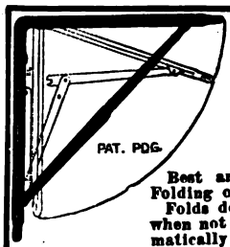
STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY



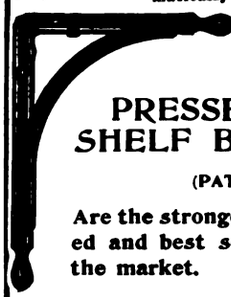
THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET



GRIFFIN'S FOLDING BRACKET

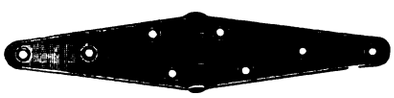
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::

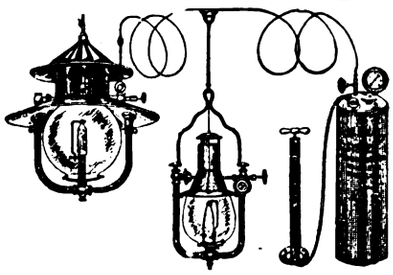


Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

The PRIMO



Gasoline Systems, Gas Machine and Lamps are FAMOUS.

We will ship on 10 days trial to reputable merchants.
Write for New Catalogue.

WINDHORST & CO.,

102 N. 12th St. ST. LOUIS, Mo.



Ann Arbor Gasoline Lighting System



Nothing will draw trade on a dark night like a well-lighted store.

Nothing will light your store so well and at such little cost as the **"Ann Arbor Gasoline Lighting System."**

Until you have actually seen this splendid light, you can have no idea what a clear, beautiful illumination it gives. Its cost is about one-tenth as much as electricity or gas. Endorsed by up-to-date merchants everywhere.

INTRODUCTORY OFFER.

We have a special proposition to make the first man who writes from every community that will enable him to save money.

Write to-day for descriptions and prices. We have some choice territory left for the right kind of agents.



SUPERIOR MFG. CO.,

210 Second Street, ANN ARBOR, MICH.

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Drug Mills—

National Specialty Mfg. Co 30%
Enterprise Mfg. Co. ..... 25@30%

Egg Beaters—

Keystone 33⅓%
Spiral ....₩ gro. $4.25@$4.50
Standard Co. ..... Net prices.
Taplin Mfg. Co. ..... Net prices.

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb. 10c
No. 54 to 150, ₩ lb. ..... 10c } 20%
Flour, ₩ lb. 8c

Enameline— ₩ gro

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3 25

Faucets—

Brass Globe Cocks ..... 65@65&10%
Brass Racking ..... 65@65&10%
Compression Bibbs ..... 65@65&10%
Compression Bibbs with flange 65&10%
Lever Handle Bibbs, Gr. Ky.
High ..... 65&10@70%
Fin ..... 65@65&10%
Frary's Iron Petroleum ..... 60@50&10%
John Sommer's "Peerless," Tin Key 40%
Joan Sommer's "Boss," Tin Key .. 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40%
Lanes ..... $40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's ..... 75&5%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
McClellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files ..... 30@30&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters— %

Acorn 50
Fulper's Natural Stone ..$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler ..... ₩ doz. 30.00
Gun Cleaner ..... ₩ doz. 4.20
Lightening Fish Scaler .. ₩ doz. 3.00
Fish Hook Shield ..... ₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... net prices

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Geneva:
Two-Tine Hay and Boy ...50&10&5%
Three Tine Hay and Boy ..... 60&5%
Sanford Pattern, Two and Three Tines ..... 50&10&5%
Four Tine Hay 66⅔%
Long Three Tine, Grain, &c .. 65%
Long Four Tine Header, &c 65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler 65%
Four Tine Baler 65%
Barley and Grain ..... 60&20%
Champion Hay 66⅔%
Champion Manure ..... 60&15&2½%
Champion Header 65%
Four-Tine Manure ..... 60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks ..... 70&2½%
Potato Digging ..... 60&10%
Baling Press ..... 60&12½%
Stable and Fish ..... 50&10&5
Heavy—
Sugar Beet 50
V getable Scoop 50%
Coke and Coal 50%
Cotton Seed 50%
Sluice 50%

HEAVY FORKS—

Vegetable Scoop, Sugar Beet, Barn, Sluice, Cotton Seed, Coal and Coke, Stone, Tanners', Shaving, Oyster ..... 40&10%

Fruit, Wine and Jelly Presses.

Enterprise ..... 20@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.
Hemp Fuse	$2.60
Cotton Fuse	2.90
Single Taped Fuse	3.25
Double Taped Fuse	4.30
Triple Taped Fuse	5.00

5@10%

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc .. 50&10@50& 10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ..30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@30%

Graphite, Lubricating.

Dixon's Pure Flake
682— 1 lb. cans, ... 20 cts. ea.
683— 5 " screw top tin cans, 85 cts. ea.
684— 10 " " " $1.60 "
644— 25 " boxes, ... 15 cts. lb.
645— 50 " " ..... 14½ cts. lb
646—100 " kegs, ... 14 cts. lb.
647—350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%
P. S. & W. ..... 30&10@40
Reading 60%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 40&5%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ₩ doz. net $2.50
Maydole's ..... 33⅓&5@40&10%
Phoenix, Tack ..... 40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... 70&2½%
3 to 5 lb ..... 70&12½%
Over 5 lb ..... %
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25 ..... 25&10%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.
Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓
Brad Awl ..... ₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, ... 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles .. 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ₩ doz.
Lane's:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75

Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Parlor Door, etc.—

Lane's:
Standard ..... net, $3.35
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.488, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2 75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ doz. 50%
Wrought ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley ..... 60&10&10%

Hay Tools—

F. E. Myers & Bro.:
Comb. Car, Double Steel T $7.00
Comb. Car, Wood Track 7.00
Common 6 in. Wood Sheave Pulley, Fig. 483 ..... ₩ doz. 3.96
D. H. Fork Steel Regular ...each, 1.00
Double Grapple Fork ...each, 7.00
Double Rail Steel Track, complete with clamps ..... ₩ ft. .20
Faultless Steel Frame K. P. Pulley, Fig. 495 ..... ₩ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ₩ doz. 3.80
Floor Hooks ¾ in ..... ₩ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ doz. 4.80
Hanging Hooks for Double Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in. ..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in. 1.30
Malleable Frame K. P. Pulleys, Fig. 476 ..... ₩ doz. 4.60
Malleable Rafter Brackets, ₩ doz.
Nellis Fork ..... each, 3.00
New Myers Iron Rod Car 7.00
Reed Wood Frame Pulley with Hook, Fig. 484 ..... ₩ doz. 4.00
Rev. Car., Double Steel Track 7.00
Rev. Car., Wood Track 7.00
Rope Hitch ..... ₩ doz. 3.00
Single Rail Car, Single Steel T ... 7.00
Single Rail Steel Track with clamps ..... ₩ ft. .20
Sprout's Shear Fork, each $1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 3.80
Sure Grip Sling Car, Steel or Wood Track 12.00
Walker Fork, each 2.50
Wrought Rafter Brackets ₩ doz .70
Discount on above, 10%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $10
Iwan's Hay, Imp. Serrated ₩ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw ..... 40&10%
Weymouth, Pat. ..... 65&5%
Wadsworth's ..... 40& 10%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb. 3½c.
14 to 30 in., ₩ lb. 3½c.
32 to 36 in., ₩ lb. 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges ..... 80&5%
Heavy Strap Hinges .... 80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges ..... 75&5%
Extra Heavy T Hinges ..... 80&20%
Hinge Hasps 70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T ..... 80&20%
Extra 10@20&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 15%
Chicago 25%
Columbian Hardware Co.
American 30%
Gem 25%
Oxford 30%
Cabinet 30%
Showcase 40%
Columbia, No. 14, net ₩ gro. prs. $ 9.00
" " 18, " " " 18 00
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₩ doz. $7.80 ..... 60%
N. E., Reversible, ₩ doz. $5.60 ..... 60%
N. Y. State, ₩ doz. $4.90 ..... 60%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ₩ doz. $4.20 ..... 60%

BLIND HINGES—

Baltinger & Berkley ..... 50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Parker ..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 70&10%
W. H. Co.'s No. 2 Mortise Gravity .. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets .30&10%

Hitching Cords—

Covert Mfg. Co. 45%
" " " ..... "
Hitchers Stall 35%

Hoes—

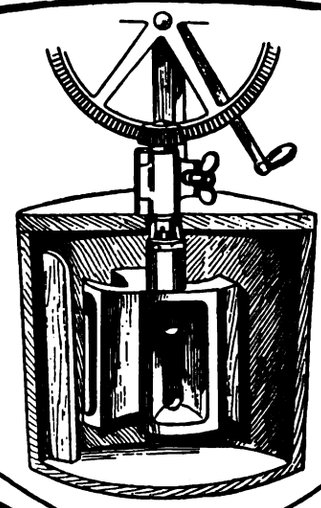
Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island 70%
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery .. 66⅔&12½%
Street and Mortar ..... 70&10&10%
Blackland or Southern Meadow .. 75&5%
Geneva Planters' ..... 75&12½%
Straight Shank Planters' ... 75&10&7½%
Mississippi Planters' .. .. 75&10&7½%
Geneva Cotton ..... 70&10&10%
Ladies' Cotton ..... 75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton ..... 75&10%
Weeding Hoes ..... 66⅔&15%
Turf Edgers ..... 50&15%

Hoists, Chain—

"Moores'," Anti-Friction 30%
" Hand Hoist 20%

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BUTTER IN A MINUTE



THE ONE MINUTE CHURN

(Protected by 57 Patents.)

Produces the finest quality of granular butter in a minute. It is the ONLY PERFECT MILK AND CREAM AERATOR CHURN on the market, churning sour and sweet cream in less time than any other churn. Made of the best material. Construction is perfect in every detail. All parts interchangeable and carried in stock. Runs easily Seven sizes, one quart to 13 gallons. For farm and family use. Special offer to Hardware dealers for 1904. Mention HARDWARE.

Cable Address: "MINUTENESS" New York.

The One Minute Churn Co., Inc.

Manufacturers and Exporters.
I. M. MURPHY, President

9 Old Slip, NEW YORK, U. S. A.

Vrooman's PATENT SANITARY Sink Strainer

"THE FAVORITE ONE"



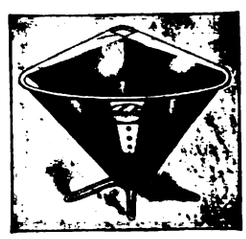
A KITCHEN NECESSITY

Keeps sinks clean and is easily cleaned.

Prevents stoppage of sink pipe and saves frequent plumbing.

Can be used in any sink with stand.

It is unequalled as an economic, cleanly and sanitary device.



VROOMAN'S STRAINER

A PROFITABLE SELLER

If you are after the best strainer made, ask your jobber for the Vrooman Strainer.

Write for descriptive booklet.



WIRE STAND

F. H. & E. B. Vrooman

225 DEARBORN STREET CHICAGO, U. S. A.

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Hollow Augers—
See Augers and Bits.
Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....60%
Unground.....65%
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%
Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CORN—
Kretsinger Cut-Eez.....℔ dos. $3 net
CAST IRON—
Bird Cage, Sargent's list.....50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....℔ dos. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....80%
Hammock Hooks, E. C. Stearns, ℔ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
NEAT—
Enterprise.....40%
Humason & Beckley.....85&10%
WIRE
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Belt.....75@75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....℔ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%
Horse Clippers—
See Clippers.
Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40%
	Nos 6	7	8	9	10	
Ausable	26c	24c	23c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset. Nos. 5 to 10, ℔ lb						13c.
Northwestern	26c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$3.35
Steel, per keg.....3 60
Burden's, all sizes.....3.00
Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45&50%
Sisal.....20%
Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....50&10%
Standard.....70&10%
Hose Bands.
Star Hydrant.....60&30%
Steam.....70%
Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net
Ice Cream Freezers—
See Freezers, Ice Cream.
Ice Shredders—
Enterprise, No. 33. ℔ dos. $6.00..25@30%
No. 84. ℔ dos. 15.00..25@30%
Jack Chain—
See Chain.
Jacks—
See Wagon Jacks.
Jack Screws—
See Screws.
Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%
Knives—
Ames':
Bread Knives, ℔ doz $1.50.....30%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net
Knives, Hay and Straw—
Wadsworth.....40&10%
Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%
Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2¼ in. Bead, ℔ gr. .....$1.25@1.50
Carriage, Jap.....℔ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40"
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net
Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%
Latches— ℔ dos.
Cronk's Barn Door.....Net, $2.00
Lathe Disc Sharpener—
The B-B Mfg. Co.:
℔ dos., net.....$30
Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6.50	each net

Pennsylvania.....60&10%
Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
℔ dos.	$12.00	$15.00	$24.00....30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.80
Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00
Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20
Lead Pipe, Etc. ℔ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c
Lemon Squeezers.
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40.....30%
Dean's, Nos. 1, ℔ dos. $6.50; 2, $3.25; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ dos. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....℔ doz. $6.00 30&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $4.50; No. 2, $10.00.
Letter Box Plates—
Sargent's.....50@50&10%
Levels—
O. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%
Lifters—
See Transom Lifters.
Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ dos. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%
Loaded Shells—
See Ammunition.
Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....35&10%
Eagle.....20&10%
Machine Bolts—
See Bolts.
Mail Boxes—
See Boxes, Mail.
Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@45&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 25 to 33⅓%
Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%
Meat Cutters—
American.....30%

Nos....	1	2	3	4	5	6
Each..	$5	$7	$10	$25	$50	$60

Dixon's.....℔ dos. 33⅓&5%

Nos.....	1	2	3	4
	$14	$17	$19	$20

Enterprise.....35@35&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$5	$4.50	$6

Home No. 1, ℔ doz. $22-75.....50&10%
Little Giant.....33⅓@40%

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$66

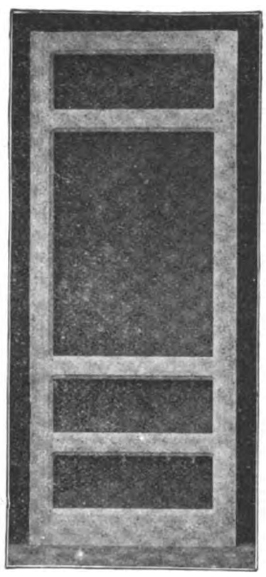
Woodruff's, ℔ doz.....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....35@30%
Meat Juice Extractors—
Enterprise.....35@30%
Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18
Magnolia, Anti-Friction.....35c
Mystic.....14c
f. o. b. New York or Chicago.
Melting Ladles—
Monroe's Patent.....℔ dos. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%
Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ℔ dos. $30.....40%
Mop Wringers—
Matchless (Canton, O.), ℔ dos....$12.00
Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ½ gross lots, ℔ gross....$21.00
" less quantity, ℔ dozen.. 2.00
Nail Pullers—
Ajax, 5 lbs.....℔ dos. net $7.50
Black Hawk, ℔ dos.....$9.00
Cyclops.....40&10%
Eclipse.....℔ dos. 15.00, 25&10&10%
Eureka, No. 74.....℔ dos. net $8.50
Eureka, No. 75.....℔ dos. net 8.00
Giant, No. 1, ℔ dos. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ dos. 24.00, 40%
Pelican.....℔ dos. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....℔ dos. 4.25
" No. 3 D.....℔ dos. 3.75
Large,
" No. 2 B.....℔ dos. 4.75
" No. 2 D.....℔ dos. 4.00
Nail Sets—
℔ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon.....4.00@4.75
Round, assorted.....3.00@3.25
Square.....4.00@4.25
Snell's:
Octagon.....℔ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7.50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%
Nuts— Off list
Cold Punched:
Mfrs. or U. S. Standard.
Square, Plain.....$4.50
Hexagon, Plain.....4.60
Square, C. T. & R.....4.70
Hexagon, C. T. & R.....5.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....5.00
Hexagon, Blank.....5.20
Square, Tapped.....4.80
Hexagon, Tapped.....5.00
Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@ 70&10%
Zinc and Tin.....60@60&10%
Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8 c per lb.
" Small " ..10 c " " "
Quaer Creek Axe ....20 c " " "
} 40%
OIL STONES—
Pikes'
Lily White Washita ....60 c ℔ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 c " "
WashitaPenKnifePieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$2.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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There are many *Reasons Why*



HIGH GRADE DOOR.

Phillips Screen Doors and Window Screens

are especially desirable for next season.

FIRST: The Patterns are up to date. The result of good taste and long experience.

SECOND: The Goods are Reliable. The result of a natural desire to make "good stuff," and incidentally to hang onto our trade and get a little more.

THIRD: Our DESIRE to make good screens is backed up by the ability to make 'em—Capital, Plant, Heavy Stocks of Good Materials, 22 years experience.

FOURTH: The present very low prices do not interfere with the quality of our product. We have a year's stock of best materials, and our warehouses are full of finished goods. We are paying the highest wages we have ever paid.

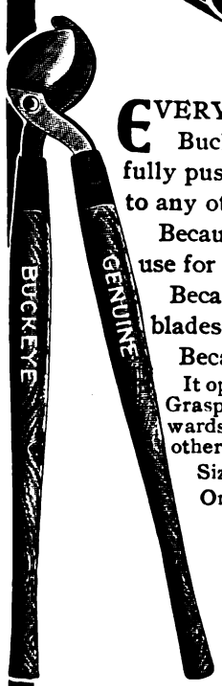
FIFTH: We have made unusual preparations for next season's business and expect to give all our customers prompt service.

We call especial attention to our "High Grade" Screen Doors. The quality and finish of these goods have not yet been duplicated by manufacturers of Stock Screens. These doors are made in our "Order Dept."

The A. J. Phillips Co.
FENTON, MICH.

MANUFACTURERS OF
THE "FLYER," BONANZA, PERFECTION AND EXPRESS WINDOW SCREENS.

GENUINE BUCKEYE PRUNER



EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

Write for prices on a Sample Order.

NOVELTY MFG. CO.
JACKSON, MICH., U. S. A.

Peck's Policy

Is to furnish good Edge Tools at lowest prices; never to do less than we promise, but more if possible; and to make friends of our patrons.



Why lose a single customer by selling a poor tool when you can gain one and keep him by selling Peck's? How about your Tool Trade for 1904? Write us. Maybe we can help you.

Peck Edge Tool Co.
Cohoes, N. Y., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes ... 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₱ lb
Chocolate " ..(50c " "
Regular Hindostan ..... (8c " "
Small Hindostan ..... (10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet, Red..... 50&10%
Pure Packing "Excelsior" 60%
Extra 60%

MISCELLANEOUS— ₱ lb
American Packing ..... 9c@10c
Cotton Packing ..... 13c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@5½c
Russian Packing ..... 12c@13½c

Padlocks—
See Locks.

Parers—
APPLE— ₱ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00
POTATO— ₱ doz.
Victor $60.00
White Mountain 6.00

Pencils
Dixon's: ₱ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.33@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye ..... 60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33 1 3%
IRON PLANES—
Chaplin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50&50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Auburn "Thistle" .. } 80&5@80&10&5%
Ohio .. }
Sandusky .. }
Buck Bros 80%
Butcher's ..... $5.00@5.25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 25%
Cronk & Carrier:
Pliers.
No. 1 ..... 60&10%
90 ..... net, $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
88 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₱ doz ..... $ .50
₱ gross 4.80
½-lb. boxes, ₱ doz 1.25
1-lb. boxes, ₱ doz 2.25
U. S. Liquid, 8-oz cans, ₱ doz ... 1.25
₱ gross 12.00
Barkeeper's Friend Metal Polish, ₱ doz 1.75
₱ gross 18.00

Polish, Stove—
Dixon's Plumbago ..... ₱ lb
Joseph Dixon's ..... ₱ gro. $5.75, 10%
Gem ..... ₱ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₱ doz. ₱ gro.
1 qt ..... $ .75 $ 7.00
1½ qt ..... .85 9.50
2 qt 1.15 10.50
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₱ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion .... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ₱ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₱ doz. net, $8 25
Split Handle ..... " " 7.50
Vaughan's, 4 to 9 in., ₱ doz. net... $6.50

Post Hole Diggers—
Iwans. ₱ doz.
Split Handle, ... net $7.75
Perfection ..... " $8.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%

Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P. S. & W. Co.'s Shears 40%
Watcrs' Tree Pruners ..... 75&10%
Wheeler, M. & C. Co.'s Combination ..... ₱ doz., $12.00, 25&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all-steel:
No. 8 2½-inch wheel, ₱ doz. in barrel lots, ₱ poz. 23½c
No. 7, in barrel lots ₱ doz 25c
Extra for plated finish, ₱ doz 90c
Extra for antique bronze bushing, ₱ doz 10c
"Grand Rapids" all steel, bbl. lots 50&10%
Less than bbl. lots 50%
Hay Fork, Swivel Eye, ₱ doz.,
4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₱ doz., $8.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₱ doz., $12.00 ..... 40%
Side, Anti Friction 50%
Shade Rack 4%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 323, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 75, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 122, Fig. 310, 3 in. Lift Pump $7.00
No. 131, Fig. 310, 3½ in. Lift Pump 8.50
No. 235, Fig. 389, Windmill Pump 12.50
No 225, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 388, Fig. 513, Low Down Tank Force Pump ..... net, 5 00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 350, Fig. 492, Bucket Spray Pump 5.00
No. 360, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Hemis & Call Co.'s:
Cast Steel Drive 50%
Check 55%
Spring 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₱ doz ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co.,... 80%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet $1.40 1.85 $2.60
Barn Door, "None Better" No. 1, ₱ foot 3½c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c 70%
Double Flange, ₱ foot, 8c 70%
Carrier Steel Rail, ₱ foot 4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 35%
Sliding Door, Bronzed Wrought Iron, ₱ foot 6½c
Sliding Door, Steel, Brass Plated, ₱ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb, 35c ..... 10@20%
Victor Track Rail, 7c ₱ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable ..... 70&10%
Never Break Garden .... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3.60
" " 24, 3.75
Jumbo Lawn 36, 5.40
Paragon (Wood Head) 2.85
Steel, Garden, 10th 2.50
" " 12th 2 70
" " 14th 2.85
" " 16th 3. 0
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ... 70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Terrey Razor Co 20%
Wosteoholm and Butcher, $10.00 to £ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned .... }
White Japanned ... }
Bronzed Finishes .. } 70 to 75%
Electro-Plated ..... }
Nickel Plated ..... }
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₱ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs ..... 50@50&10%
Hose with Burrs ..... 50@50&10
IRON OR STEEL—
Tinners 70%
Miscellaneous 70%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₱ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₱ lb
¼ inch and larger 15½c
2d grade, ¼ in. and larger 14½c
Jute Rope:
A grade 6½c
C grade 6
Manila:
7 16 in. and larger ..... 12 c
⅜ in 13½c
¼ and 5-16 in ..... 18 c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9@10c
¼ and 5-16 in ..... 9½@10½c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 35&10@35&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 55&10o
Starrett's Rules and Straight Edges, Steel ..... 35&10

Sad Irons—
ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases $2.90
Bronze Finished in Cases 3.15
Aluminum Finish " " 3.15
Full Nickel " " 3.90
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 30&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10 c 60%
Garnet Paper ..... 30@30&5%
Sand and Emery Paper . 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50
Victor Bronze 75%
Victor Steel 70

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co, ... 70%
Royal Metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 13½@14c
Common India ..... ₱ lb 9@10c
Patent Russia ..... ₱ lb 12½@18c
Patent India ..... ₱ lb 10½@12c
Samson:
"Samson" Braided White, Corton ₱ lb 28½@30c
"Samson" Braided Cord, ₱ lb 28½@30c
"Samson" Spot Cord, ₱ lb 28½@30c
"Samson" Braided Drab, Cotton ₱ lb 32½@35c
"Samson" Braided Italian Hemp ₱ lb 32½@35c
"Samson" Braided Linen ... ₱ lb. 49c
Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c
Silver Lake:
A Quality, Drab ..... ₱ lb 40c, 5%
A Quality, White. ..... ₱ lb 35c, 5%
B Quality, Drab ..... ₱ lb 35c. 5%
B Quality, White ..... ₱ lb 30c, 5%
United States:
B Quality ..... ₱ lb 18½c
C Quality ..... ₱ lb 17½c
White Cotton, Hard Braided .. ₱ lb 18c

Sash Fasteners.
Ives "Crescent". 50%
Sash Rollers 70%
Ives Shutter Bars 45%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 70%
Champion Side 60%
Fitch's:
Iron 70%
Bronze and Brass 66⅔%
Ives' Patent:
Wrought Steel 55%
Bronze M. Knob 55%
Wrought Bronze and Brass. 50&5%
Cast Iron ..... 60&2½%
Cast Bronze and Brass ..... 55&7½%
Payson's Signal 80%
Reading ..... 60&10&10%

Sash Weights—
Ton lots at factory $26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 25%

Saws—
Atkins:
Band 2 to 14 in. Wide ....
Band ½ to 3-16 in. Wide .....

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HANG 'EM !



Hang 'em on the Up-To-Date Hanger--

Trousers and skirts, and save the money usually spent for pressing them.

The **"Up-to-Date"** Hanger is an up-to-date necessity to smart dressers.

Made of spring steel, finished in bright lustre black enamel.

Special offer to Hardware Dealers.

Write us at once, mentioning "HARDWARE."

Caldwell Mfg. Co.
Rochester, N. Y., U. S. A.

WHITE

"There is no better way to judge the future except by the past."
—DANIEL WEBSTER.

What better standard could be set for the purchase of Edge Tools?

White's Edge Tools

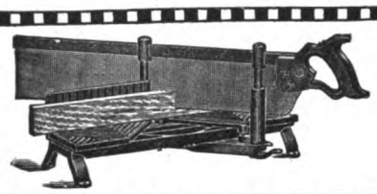
welcome such a test from Hardware men everywhere. For nearly three-quarters of a century our Edge Tools have never failed to give satisfaction—

They are favorites with those who sell and those who buy them.

A Certainty

We are the largest manufacturers of Edge Tools. Our variety is endless. Our facilities are unequalled. Are we on your list for 1904? If not, write us.

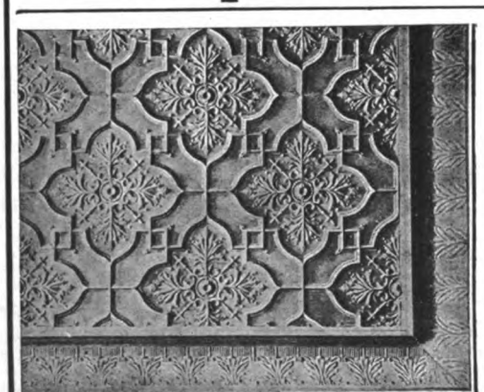
L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.



The New Marsh-Langdon Improved Miter Boxes
Corrugated Iron Bed Plates
never warp & Split
Manufactured by
H. C. Marsh
1 Race St Rockford, Ill.



NORTHROP'S
Stamped Steel Ceiling



SILVER MEDAL
PARIS EXPOSITION 1900

CHOICEST DESIGNS
EASILY APPLIED
Clean Cut Stamping
Well Painted and Boxed

THE HARDWARE TRADE SHOULD CARRY THIS IN STOCK

Metal Tiling for Kitchens, Bathrooms, Etc.
Copper Plated Steel for Vestibules, Lobbies, Etc.

SEND FOR CATALOGUE

NORTHROP, COBURN & DODGE CO.,
40 Cherry St. NEW YORK



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

200-EGG INCUBATOR $12.50

This perfect 200-egg Wooden Hen at $12.50 is a startling trade innovation. It will do the work of the most costly hatcher, and always keeps in order. Hatches every fertile egg. Catalogue with fourteen colored views sent free.
GEO. H. STAHL, Quincy, Ill.



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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&40
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ⅛ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ℔ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Taintors Positive $18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.70
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5&20&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
⅞ in., Style E, Fancy Screen Doors.....$10.50
⅞ in., Style G, Common Screen Doors, Imitation Walnut.....6.50
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%

Phillips:
Fiber.....60&5&21¼
Perfection Screens.....60&5&21¼
Improved Window Screen Frames.....40&5&21¼

Screw Drivers—

Bruce Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.. ℔ doz. $6.00 net
Electric Spiral No. 02.. ℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
Howard-Allard... A1 ℔ doz., $9.00 net; A2 ℔ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ℔ doz. $13.50 net; No. 2 ℔ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10&50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles...60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....83¼@85%
Chair.....60&10%
Hand, Wood.....83¼@85%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.
Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass..... } 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.
8-oz. at.....$10 00 ℔ gro. } 40%
4- " " .....$12.00 " " }

Scythe Stones.
No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6 00 " " } 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..℔ gross, $10@$11.50

Skate Sharpeners—

Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9...55%
Kraut Cutters, 36x12, 40x14.....40%
Enterprise.....35@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.....40%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee.....30&5

Snaths

National Snath Co:
Scythe.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 1—

℔ doz. net.
"1847".....$8.50
"Anchor".....8.25
"Eagle".....8.25
"Star".....8.25
Rogers, Smith & Co.....8.25
Rogers & Hamilton.....8.25
Holmes & Edwards.....8.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%.....70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10% &10
Steel and Iron.....70&10%&10

Staples—

Barbed Blind—⅛, 5/16, and ¾ inch, ℔.....6½c.

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stock Fountains—

The B-B Mfg. Co.:
"Dewey," ℔ doz., net.....$18

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50@50&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....60&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&20&10%
Trunk and Clout Nails:
Steel, Black.....60&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

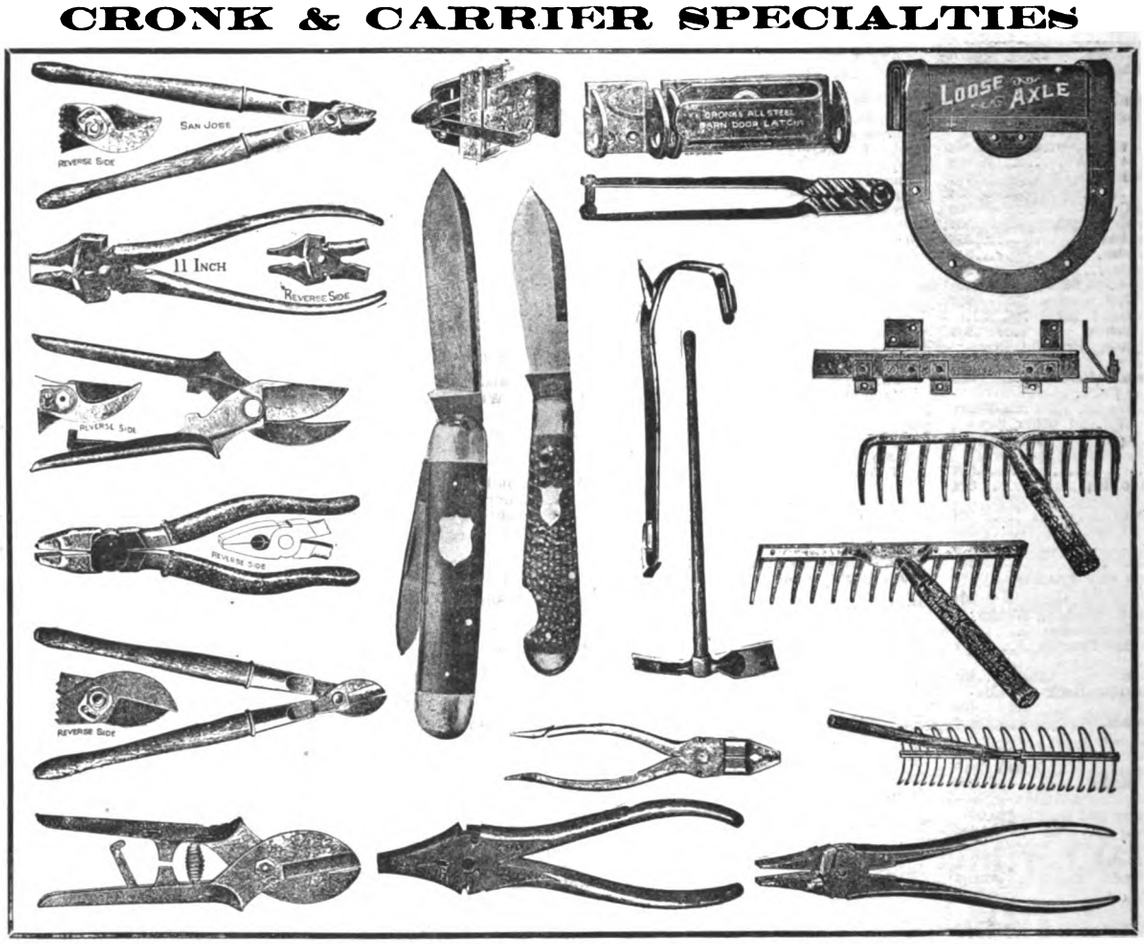
Tack Pullers

Columbia, No. 1, ℔ doz., net.....$500
Columbia, No. 2, ℔ doz., net.....661
Little Jack.....℔ doz.....1 0.1

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CRONK & CARRIER SPECIALTIES

OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

THERE'S MONEY IN RAIN

and rough weather if you carry

Blizzard Storm Fronts

The front that closes up a buggy in half a minute. Cleverest, easiest adjusted, quickest selling Millions read our ads in the popular weeklies, magazines, agricultural papers, etc. People write us all the time asking where they can get these fronts. We'll send inquiries from your locality to you if you handle "Blizzards."

Blizzard Days Now!

If you haven't the **Blizzard Storm Front** in stock you send trade to your competitor who has.

Write us to-day about our liberal proposition to dealers.



Not a drop can touch you when your buggy is closed up by the

Blizzard Storm Front

(Patented in United States and Canada.)

Fits Any Buggy

Adjusted in 30 seconds without getting out or removing gloves, sides open and close as quickly and easily as a door, large line pocket, guaranteed satisfactory. The large window, 12 x 20 inches, is a pliable transparent material that won't break. Rubber Cloth, $3.00; Heavy Rubber Cloth, $3.50.

Ask your dealer and be sure that trade-mark "Blizzard" is stamped on inside under window.

Sold by Vehicle, Harness and Hardware dealers. If yours hasn't it, write us. *Illustrated booklet free*

Vehicle Apron & Hood Co., 211 E. Rich Street, Columbus, Ohio.

The Vehicle Apron & Hood Co.

212 E. RICH STREET **COLUMBUS, OHIO**

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Tapes, Measuring—

American Arees' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chesterman's.....25@25&5%
Kenffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....80%
Machinists' Hand:
1-16 to 2 in. inc.....65&10%
2 1-8 to 3 in. inc.....40%
3 1 8 to 4 in. inc.....25%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Diston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644. ₩ 100.....net. $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Star, Blake's Pattern.....65@65&5%
Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1 Rat, each $1.18, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; ca of 50 5.25
No. 2½, Rat, ₩ doz., $4.75; case of 75 4.25
No. 4 Mouse, ₩ doz., $3.50; case of 72 2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150 2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro. ....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Diston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Diston's.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50@50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....40&5%
Coachmakers'.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 8.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓&@40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bowley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903..35&10&10@90
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 35&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10@60%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5&5 &10&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....35%
Stillson Pipe.....30%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 41c
Linseed, City, Boiled, in barrels, ₩ gal. 43c
Out of Town on Spot.....₩ gal. 40c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....61@62c
Lard, Extra, No. 1.....48@50c
Lard, No. 2.....38@39c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$30.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6¼c
White Lead, Eng., in Oil..₩ lb. 8¼@9¼c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....63¼@ 64c
In machine bbls.....64@ 64¼c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4¼@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 3½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13 @15 c
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	10 @13 c
Brown, Vandyke	10 @13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

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John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Wm. T. Wood & Co., Arlington, Mass.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co. Indianapolis, Ind
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland. Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co , Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co.. New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co.. New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis Ind.

Metal Cuttings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E Jennings & Co.. New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York .

Nippers.
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co. Cleveland, O.
Shelby Stove & Mfg Co., Shelby, Ohio

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co. Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston Mass.

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Armstrong Mfg. Co Bridgeport, Conn
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Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn
Walworth Manufacturing Co., Boston, Mass

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Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co.. New York.
Sargent & Co.. New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co , Philadelphia, Pa
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York
Rockford Tack & Nail Co. Rockford, Ill.

Potato Hooks
Geneva Tool Co., Geneva, O.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio

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Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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Hardware Publishing Co., New York.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

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Magnolia Metal Co., New York.

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Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

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Geneva Tool Co., Geneva, O.
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Pike Mfg. Co., Pike Station, N. H.

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Kampfe Brothers.
Gem Cutlery Co.

Razor Strops.
American Razor Strop Co., Fremont, Ohio.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

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C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

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Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co. Fond Du Lac, Wis.
The John C. Jewitt Mfg. Co., Buffalo, N. Y.

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Berger Bros. Co., Philadelphia

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Geneva Tool Co., Geneva, O.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

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Enterprise Mfg. Co. of Pa. Phila., Pa
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Champion Safety Lock Co., Geneva, Ohio.
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Syracuse Chilled Plow Co., Syracuse N. Y.

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A. J. Phillips Co., Fenton, Mich.

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Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York

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Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

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J. D. Warren Mfg. Co., Chicago

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

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Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Bridgeport Hardware Mfg. Co., Bridgeport Conn.
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R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Sheet Steel.
Dunbar Bros., Bristol, Conn

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co. New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Shipping Tags
American M'f'g Co., Battle Creek, Mich

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Brackets.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spades.
Avery Stamping Co., Cleveland, O.

Spading Forks.
Geneva Tool Co., Geneva, O

Spark Guards.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Springs, Wire.
John Chatillon & Sons, New York.
Dunbar Bros., Bristol, Conn.

Spring Balances.
John Chatillon & Sons, New York

Spring Hinges.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co, Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works
American Wooden Ware Mfg. Co.

Stamping Dies.
Hunt & Dorman Mfg Co., Cleveland, Ohio.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
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McKinney Mfg. Co., Allegheny, Pa.

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Armstrong Mfg. Co. Bridgeport, Conn.
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Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Skeins.
Sandage Steel Skein Co, So. Bend, Ind.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.
Canton Steel Roofing Co. Canton. O

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Steel Springs.
Dunbar Bros., Bristol, Conn.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools
W. H. Anderson & Sons, Inc Detroit, Mich.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
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Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Boards.
Cooper & McKee, Brooklyn, N. Y.

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Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B Shuster Co. New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York
Wm. T. Mann & Co., Cleveland, O.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia. Pa.
Sargent & Co., New York.

Table Cutlery.
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Tacks.
Rockford Tack & Nail Co., Rockford, Ill.

Tack Pullers.
John H Graham & Co., New York.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
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Geneva Tool Co., Geneva, O.

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Berger Bros. Co., Philadelphia.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.

Tool Chests.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.

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Armstrong Mfg. Co., Bridgeport Conn.
E. C Atkins & Co, Indianapolis, Ind.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co, New York.
North Bros. Mfg. Co, Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S Starrett Co., Athol, Mass.
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Walworth Mfg. Co., Boston, Mass.

Towel Rolls.
Udell Works, Indianapolis, Ind.

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

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Alfred Field & Co., New York.
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John H. Graham & Co., New York.

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American Tube & Stamping Co., Bridgeport, Conn.

Tubing.
American Tube and Stamping Co. Bridgeport, Conn.

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Columbus Bolt Works, Columbus, O.
Merrill Bros., Brooklyn, N. Y.

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C. E. Jennings & Co., New York.

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Hammond Typewriter Co., New York

Valves, Pump.
Berger Bros. Co., Philadelphia.
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Vases, Flower.
Gilbert & Bennett Mfg. Co, New York and Chicago.

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The Metal Stamping Co. Niagara Falls, N. Y.

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Berger Bros. Co., Philadelphia.

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Armstrong Mfg. Co., Bridgeport, Ct.
Alfred Field & Co., New York.
Walworth Mfg Co., Boston, Mass.

Wagon Castings.
Sandage Steel Skein Co., So. Bend, Ind.

Wagon Covers.
Wagner Mfg. Co., Cleveland, Ohio.

Wagon Jacks.
Covert Mfg. Co., West Troy, N. Y.
Lane Brothers Co, Poughkeepsie, N. Y.

Wagon Scales.
Osgood Scale Co., Binghamton, N. Y.

Wall Ties.
The Metal Stamping Co. Niagara Falls, N. Y.

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Columbus Bolt Works, Columbus, O.

Washing Machines.
Benbow-Brammer Manfg. Co., St. Louis, Mo.
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Boss Washing Machine Co., Cincinnati, O.
Voss Bros. Mfg. Co., Davenport, Iowa
White Lily Washer Co., Davenport, Iowa.

Water Coolers
Squier Filter Co., Dayton, O.

Waterproof Horse Covers.
Wagner Mfg. Co., Cleveland, O.

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Bryan Mfg. Co., Bryan, Ohio.
Syracuse Chilled Plow Co., Syracuse, N. Y.

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Logan-Gregg Hardware Co., Pittsburg, Pa.

Window Screens and Doors.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.

Wire, Coiled Spring.
John Chatillon & Sons, New York.
Dunbar Bros., Bristol, Conn.

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Buffalo Wire Works Co., Buffalo N. Y.

Wire Gates, Fences and Fencing
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Wire Goods Manufacturers.
J. E. Bolles Iron and Wire Works Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Buffalo Wire Works Co., Buffalo, N. Y.

Wire Machinery.
F. B. Shuster Co, New Haven, Conn

Wire, Market.
Berger Bros. Co., Philadelphia.
Fuller Bros., New York.
Gilbert & Bennett Mfg. Co., Georgetown, Conn.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.

Wire, Music.
Alfred Field & Co., New York

Wire Nails.
Fuller Bros. & Co., New York.

Wire Springs.
John Chatillon & Sons, Conn. York.
Dunbar Bros., Bristol,

Wire Straighteners.
Chandler & Farquhar, Boston.
F. B. Shuster Co., New Haven, Conn

Window Stop Adjusters.
H. B. Ives Co., New Haven, Conn.

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J. E. Bolles Iron and Wire Works Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

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Ajax Mfg. Co. Pittsburgh, Pa.

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C. E. Jennings & Co., New York.
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Armstrong Mfg. Co., Bridgeport Conn.
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Smith & Egge Mfg. Co., Bridgeport. Conn.
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Walworth Mfg. Co., Boston, Mass.
Bonney Vice & Tool Works, Philadelphia, Pa.

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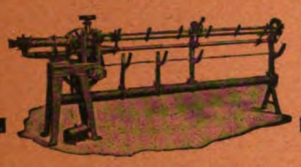
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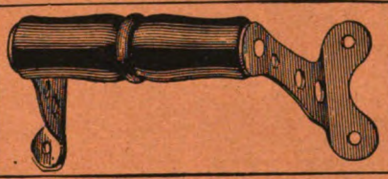


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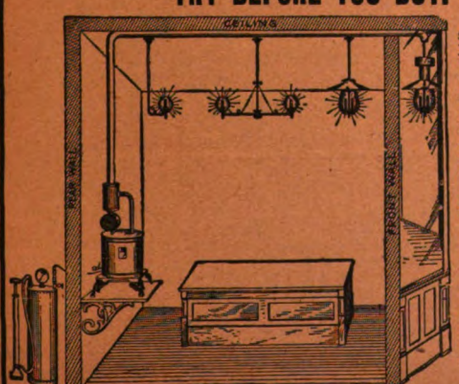
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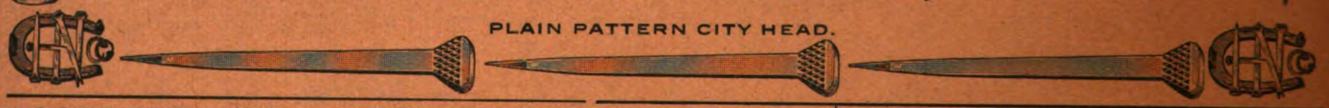
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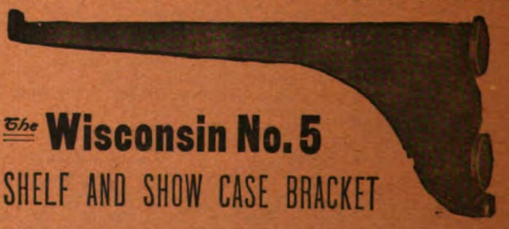
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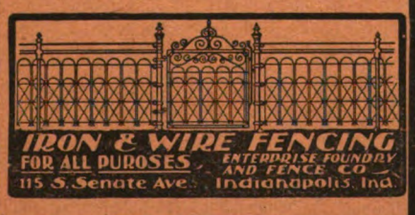
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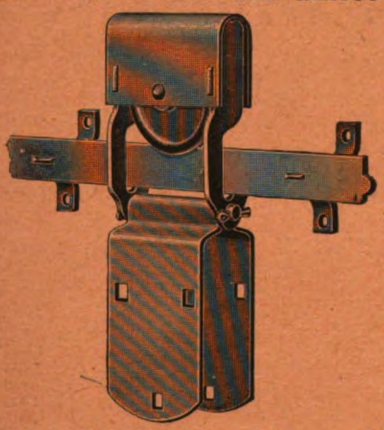
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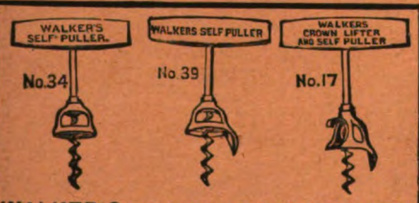
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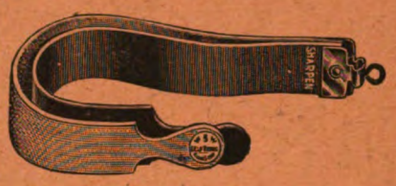


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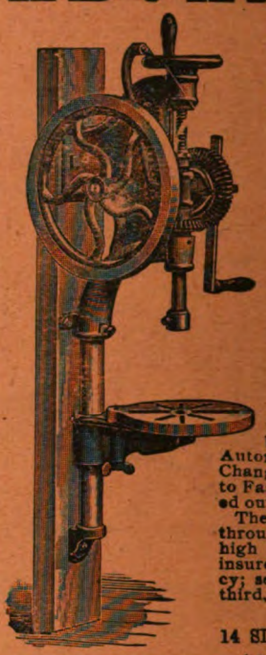
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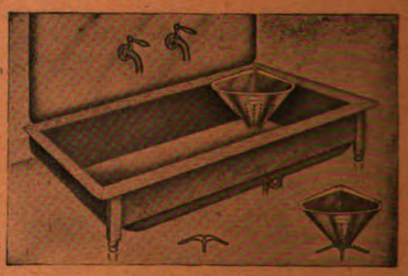
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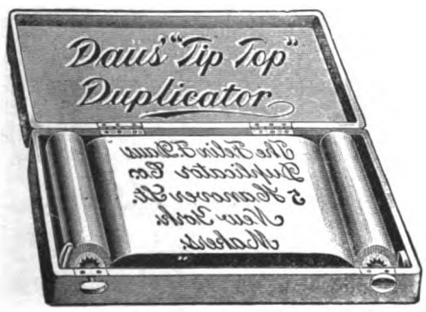
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DAUS'S "TIP TOP" Duplicator

It is conclusive evidence that it must be as represented.

Ten days free trial will prove that 50-100 copies of pen-or type-written circulars, price-lists, etc., can be made with "TIP TOP" from one original.

Requires no washing, no press, no printers' ink.

SIZE No. 1 FOR $5, NET.

Mention HARDWARE when writing us.

Felix F. Daus Duplicator Co.

Daus Building

111 John St., NEW YORK, U. S. A.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
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312 Kittridge Bldg., - - Denver, Colo.
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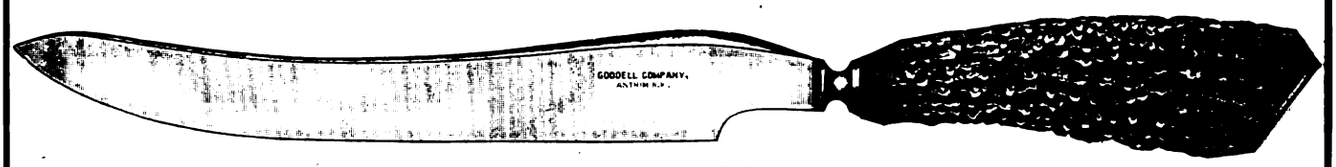
Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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THERE IS MONEY IN IT

FOR YOU



No. 6238

IN HANDLING GOOD (ELL) CUTLERY

FOR IT SATISFIES YOUR CUSTOMER AND THAT IS GOOD BUSINESS.

N. Y. Office-10 Warren St. **GOODELL COMPANY, Antrim, N. H., U. S. A.**

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

THE DANDY SINK CLEANER

A Perfect and Complete Household Specialty.



A Sink Cleaner and Shovel Combined.

Tidy housekeepers will throw away the dirty sink broom and buy the DANDY SINK CLEANER on sight.

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers and by the patentee and manufacturer.

John W. Sudlow. 986 HALSEY ST., BROOKLYN, N.Y.

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

HAND FORGED RAZORS

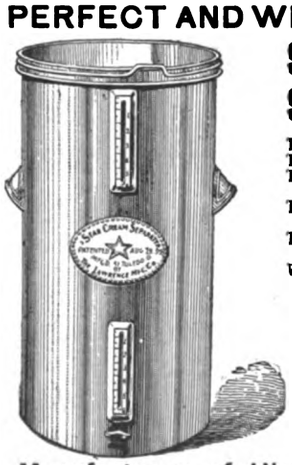


NOT ONLY GIVE SATISFACTION
BUT ARE WARRANTED TO BE OF
SUPERIOR QUALITY

MADE OF THE BEST.

UNION RAZOR CO., .. TIDIOUTE, PA.

PERFECT AND WITHOUT A PEER ARE



STAR CREAM SEPARATORS

They are the most simple.
They require the least labor to operate.
They are the most thorough, raising every particle of cream.
They make from 20 to 30 per cent. more butter.
They require no ice or attention to temperature.
We solicit trial orders that you may test the merits of our goods. An introduction only is necessary in order to create a demand and assure a large sale. For best export prices see price current of this journal and watch this space for further information.

LAWRENCE MFG. CO.,
Toledo, Ohio, U. S. A.

Manufacturers of High Grade Dairy Supplies.

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50 CENTS A MONTH
Buys Stock in Cooperative Manufacturing Company

50 CENTS A MONTH
Buys a Lot in Cooperative Town

50 CENTS A MONTH
Pays for Both as Lot is Free

Warranty deed to lot and share of stock issued when $50.00 is paid.

Only 50 Cents Just think only 50 Cents

Address with stamp E. THOMPSON WARN,
DIXON, ILLS.

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X-Radium Heater

A little marvel of comfort and economy wanted in every home.

THE X-RADIUM HEATER is, in reality, a neat little stove, four inches high and seven inches in diameter. Gives heat without consuming fuel. Made in two parts: first, a heating pad of stamped steel filled with X-Radium (a chemical substance recently discovered possessing the same affinity for heat that a sponge has for water); second, a stamped steel bowl-shaped stand with asbestos mat in the bottom, into which the pad is placed after being heated. Finely finished, polished and heavily nickel-plated.

No extra cost in heating the **X-Radium** Heater. Set the pad on the stove or range (coal, wood, gas, gasoline or oil) and in twenty minutes it will be hot and keep hot for two hours.

Keeps the coffee, soup, vegetables, meat and pastry hot, keeps the flat-irons hot, keeps anything hot. Takes the place of the hot water bag and is the greatest foot warmer on earth. Will last a lifetime. It is everybody's necessity and everybody can have it. **Price only $2.50** (east of the Missouri river).



OUR FREE TRIAL OFFER— Order the **X-Radium Heater** through your local dealer. We will send it to him, transportation prepaid, and instruct him to allow you to try it for ten days. If satisfactory pay him $2.50. If you are not satisfied, return it to the dealer. You have no risk in the matter. This trial offer shows our confidence in the merits of the **X-Radium Heater.** So please have no hesitation in taking advantage of it.

NOVELTY MANUFACTURING COMPANY, Department
JACKSON MICHIGAN, U. S. A.



TO-DEALERS: This advertisement (in beautiful half-tone effect) will appear, full page size, in the *Ladies' Home Journal*, *Ladies' World* and *Munsey's*, *McClure's*, *Everybody's*, *Review of Reviews* and *Strand* Magazines in March.

The X-Radium Heater is a big success. Your customers are going to want it. Let us have your order to-day—to-morrow never comes. Delay misses opportunity.

NOVELTY MFG. CO., JACKSON, MICH., U. S. A.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

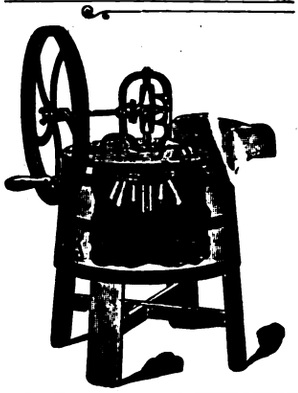
WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

WHY IS THE



O. K. THE BEST ROTARY WASHING MACHINE?

—BECAUSE—

1.—It is the only Rotary washer that has Revolving Steel Ball Gearing, reducing the friction and thus making machine so light running and almost noiseless.
2.—The tub is made of Louisiana Red Cypress Lumber, cherry finish; the legs are solid with tub (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot suds, and cleaning them without rubbing them to pieces.
4.—This washer is made by experienced mechanics, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, no escape of steam.

Manufactured by **H. F. BRAMMER MFG. CO.,**
DAVENPORT, IOWA.



MANUFACTURERS OF

Washing Machines
Churns
Stable & Foundry Pails
Plant Tubs
Tight Cooperage.

The American Woodenware Mfg. Co.

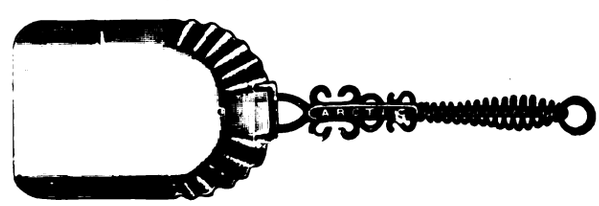
AMERICAN WASHER. Send for Catalogue A 85. Toledo, Ohio.

THE FANNER MFG. CO.,

CLEVELAND, OHIO.

ARCTIC COAL SHOVELS.

Malleable or Gray Iron. Nickel Plated.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

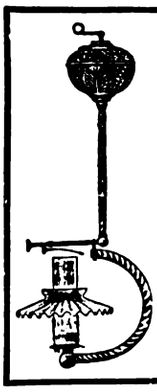
HAVE YOU SEEN THE

B. B. Rotary Washer?



It is the simplest, most durable and easiest running machine on the market. We also make the Brammer Rotary, Schroeder Rotary, Great Western and Columbia Washers. Ask your jobber for them or write to

Benbow-Brammer Mfg. Co.,
ST. LOUIS, MO.



THE "CROWN" INCANDESCENT GASOLINE LIGHTS

Latest and most Perfect on the Market

Write for Catalogue and Prices

The Whiteman Mfg. Co.,
CANTON, OHIO.



You Want to Handle

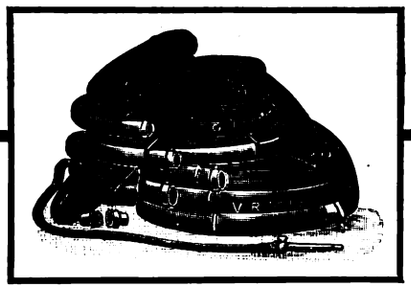
a distinct advance in **Wickless Oil Stoves** We have it. Burner two piece, full brass. Flame operated like gas. A profitable seller. Also full line of **Junior Gasoline Stoves** New designs. Prices right. Send for booklet and interesting quotations.

Shelby Stove & Mfg. Co.,

200-6 Broadway, - - Shelby, Ohio.

MAKERS OF GOOD GOODS.

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Voorbees Rubber Mfg. Ce.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.



EAGLE MOP WRINGERS

and pails combined are as good as they can be made. All materials and workmanship the best. They are strong and durable—made to sell *and give satisfaction*. We will be glad to send circulars and quote prices. Write us or your jobber.

The Eagle Cooperage Works

SOLE MANUFACTURERS.

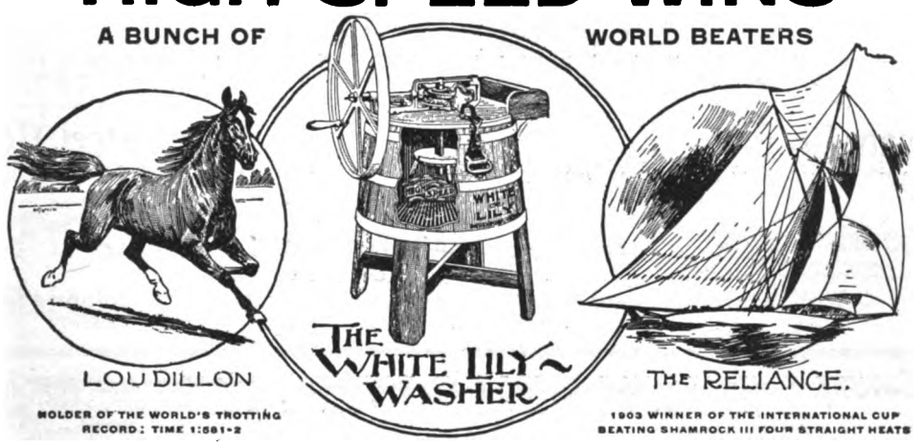
CIRCLEVILLE, OHIO.

BURRELL & FOWLER CLEVE. O.

HIGH SPEED WINS

WHITE LILY WASHERS

A BUNCH OF WORLD BEATERS



WASH LILY WHITE

HOLDER OF WORLD'S RECORD FOR CLEAN, FAST, EASY WASHING

THE ONLY HIGH SPEED WASHER ON THE MARKET

TOLEDO, OHIO – THE WHITE LILY WASHER COMPANY – DAVENPORT, IOWA

Barrett's Practical Glass Cutter



W. L. BARRETT, Bristol, Conn., U. S. A.

WHY

are we turning them out at the rate of 4000 per day and selling them all over the world?

BECAUSE

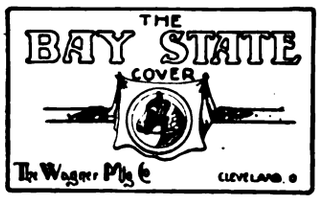
they are as good as they can be made, and, of course, there is money in handling them.

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THIS IS THE COVER



THESE THE BRANDS





Spocially Prepared Brown Watorproof Duck Horse and Wagon Covers

The Wagner Mfg. Co.

CLEVELAND, OHIO

American Sheet and Tin Plate Company

FRICK BUILDING, PITTSBURG, PA.

Successors to

American Tin Plate Company and American Sheet Steel Company

Manufacturers of all the various kinds of

Iron and Steel Sheets and Tin and Terne Plates

With which its predecessors have supplied the trade heretofore.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the

All Kinds of Wood and Steel Barrows.

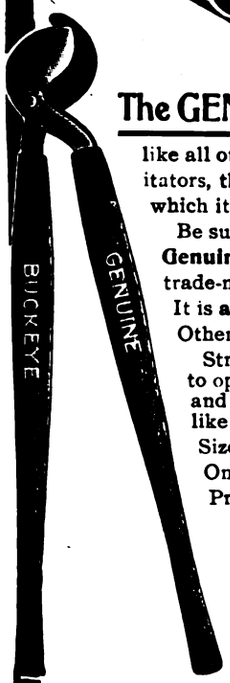
World's Best.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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GENUINE BUCKEYE PRUNER



The GENUINE BUCKEYE PRUNER

like all other good things, has a number of imitators, that seek to grow fat on the reputation which it enjoys.

Be sure that you offer your customers the **Genuine Buckeye Pruner.** See that our trade-mark, (Buck's Head,) is on the label. It is a Pruner that will give satisfaction. Others may, but it's doubtful.

Strong, with hand-forged blades, easy to operate—grasp the limb with the hook and cut towards you. No other pruner like it.

Size—25-inch.

One dozen in a case.

Prices sent on request.

Write to-day about a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

Put One On Your Show Case



AND IT WILL

TALK FOR ITSELF

We supply dealers with advertising matter, to help sell these coolers.

APPERT GLASS WATER COOLERS

are absolutely sanitary. The ice does not come in contact with the water.

PRACTICALLY UNBREAKABLE

Owing to their peculiar construction, and the aluminum covers and silver plated self closing faucets are, of course RUST proof.

ASK FOR BOOKLET AND PRICES.

Appert Glass Co.,

277 Broadway, NEW YORK.

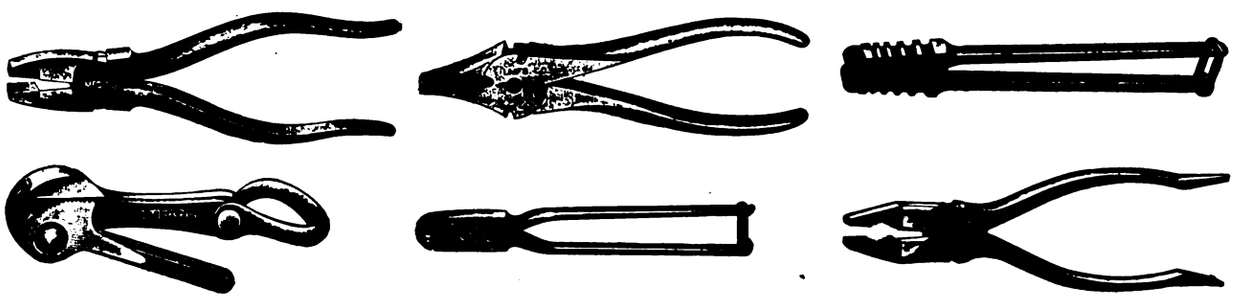
DROP FORGED TOOLS

Manufactured by

IRVINGTON MANUFACTURING CO.,

AN ATTRACTIVE LINE QUALITY RIGHT

FINISH RIGHT PRICES RIGHT



Write for New Catalogue Now Ready Showing increased line.

PRICES QUOTED ON APPLICATION.

SELLING AGENTS

JOHN H GRAHAM & CO.,

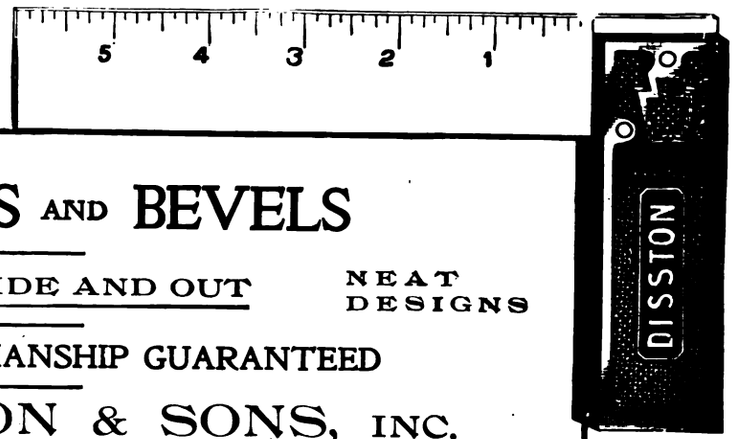
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118 Holborn, LONDON, E. C.

123 California St., SAN FRANCISCO.

Freeport, COPENHAGEN.

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DISSTON SQUARES AND BEVELS

IRON STOCKS
STEEL BLADES

SQUARE INSIDE AND OUT

NEAT DESIGNS

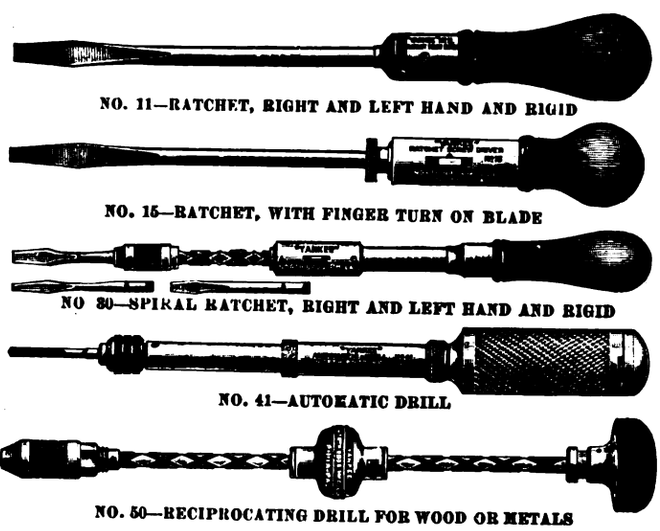
QUALITY AND WORKMANSHIP GUARANTEED

HENRY DISSTON & SONS, INC.
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobbor About Thom. Sond for "Yankoo" Tool Book



NO. 11—RATCHET, RIGHT AND LEFT HAND AND RIGID

NO. 15—RATCHET, WITH FINGER TURN ON BLADE

NO 30—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID

NO. 41—AUTOMATIC DRILL

NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.
New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

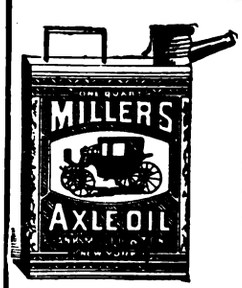
FRANK MILLER'S

Carriage Roquisites

FRANK MILLER'S
CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S
AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET.
NEW YORK.

AGENCY JOSEPH RODGERS & SONS, LTD.

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND.
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,



Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

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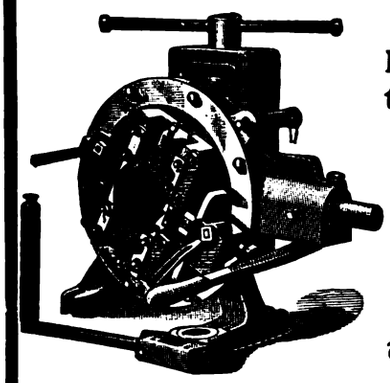
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Consult the Molder
and you will handle the
DOBSON MOLDERS' TOOL



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WM. DOBSON
Canastota, N.Y

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No. oo Machine

ARMSTRONG'S
Pipe Threading and Cutting Off Machines

For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

The **ARMSTRONG MFG. CO.,**
Bridgeport, Conn.
New York Office. 139 Centre Street.

"Mather Thousand Mile Axle Oil"



A pure lubricant especially prepared for all carriage axles. Guaranteed to run longer than any other oil or grease made.

Write for prices

Commercial Oil Co.
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Mad. Square,
New York City.

ESTABLISHED 1836. **ALFRED FIELD & CO.,**
93 Chambers and 75 Reade Streets, New York.

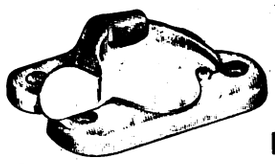
A STRONG COMBINATION.

We are Sole Agents in the United States for:

MESSRS. JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World
MESSRS JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
MR L. HUGONIT TISSOT,	Best Flyers, Nippers, &c. in the World.
MESSRS. T. U. S. SHEAR CO-OPERATIVE SOCIETY LTD.,	Best Sheep Shears in the World
MESSRS. THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
MESSRS. WEBSTER & HORSFALL,	Best Steel Wire in the World.

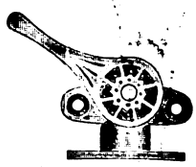
THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.

MONITOR SASH LOCKS



NEVER BREAK. Operate Perfectly

TWO SIZES
ALL FINISHES



CHAMPION SIDE LOCK

New Catalog of Hardware Specialties Ready

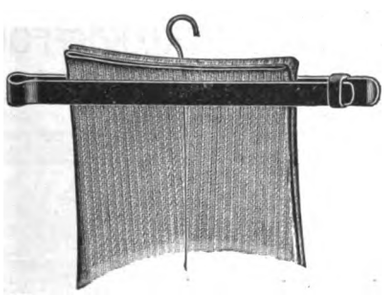
The Champion Safety Lock Co., Geneva, Ohio



A Moment's Reflection

will convince the most conservative that for convenience

THE UP TO DATE HANGER



for trousers and skirts deserves its name and is unexcelled.

It disposes of that constantly recurring outlay for "pressing."

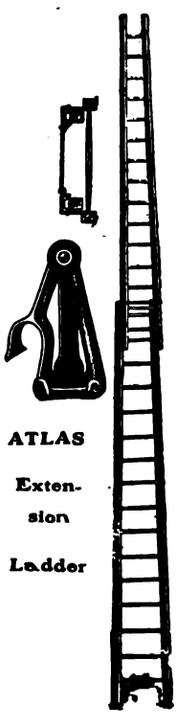
Made of spring steel, finished in bright, lustre black enamel.

Special offer to Hardware men.

When writing mention HARDWARE.

CALDWELL MFG. CO.
Rochester, N. Y., U. S. A.

CLIMBING



ATLAS Extension Ladder

In Profits

Is quickly attained by handling our complete line of the best quality of

Wooden Novelties and House Furnishing Specialties.

Our Atlas Extension Ladder

is made of Norway Pine, with Hickory Rungs, securely fastened.

Safety Cross-Bars are of Wrought Iron; Rollers and the Self-Acting Hooks of the Best Malleable Iron.

Made in two sections; 20-44 feet. Length of either section made to order.

SEND FOR CATALOGUE.

The Udell Works
INDIANAPOLIS IND.

W. A. STOKES & CO.
30 WARREN ST. NEW YORK.

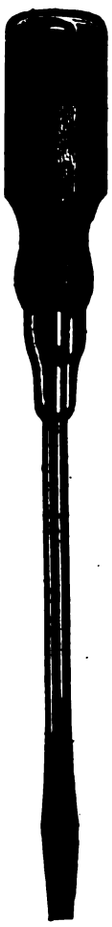
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We Stand By Our Guarantee



No. 700 Ball-Bearing Screw Driver





From head to point of blade, we guarantee it to be of

MAYHEW QUALITY WORKMANSHIP AND FINISH

so well known to the trade.

It works like a ratchet driver without causing "ratchet" blisters.

WHY?

Because its head remains stationary in the palm and allows the full strength of the hand and fingers to turn the screw in either direction.

Packed ½ dozen in a box.

Write us.

Mention HARDWARE.

H. H. MAYHEW CO.
Shelburne Falls, Mass.

45 Murray St., New York, U. S. A.

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.

HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality. We make only the best.



Sand Papers IN Reams and Rolls
- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIRFELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
730 Market Street, Philadelphia.
87 Beekman Street, New York.
140 Milk Street, Boston.
182 Lake Street, Chicago.

ANY KIND OF A
HARDWARE SPECIALTY
MANUFACTURED TO ORDER ON CONTRACT.
We can make and market patented articles on a royalty if desired.
FORSYTH MFG. COMPANY,
BUFFALO, N. Y.

BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.

The Trade Mark that stands for reliable goods, good finish and prompt shipments



SUGAR KETTLES
6 to 35 gallons. Weight 24 to 95 lbs.



ENGLISH POTS
1 to 20 gallons. Weight 5 to 69 lbs.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

BLACKLOCK FOUNDRY
South Pittsburgh, Tenn.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

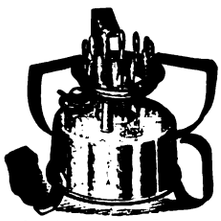
TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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A RED HOT SELLER

Glogau's

Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. **Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour Burns odorless, wickless,** and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

Retails at 75c. Sample sent anywhere. Exp. paid on receipt of 50c.

GLOGAU & CO. 21 QUINCY ST, CHICAGO.

FRYING-PAN CLOCKS



A Unique Novelty, Ornamental as well as Useful. Comes in two sizes—10 in. with raised brass figures, and 6 in. with painted gold figures. May be fitted with one-day or eight-day movement. A bow of ribbon adds to its attractiveness, and we can furnish any color desired. *Also Panel, Program, 60-day, Calendar, Electric and Synchronized Clocks,* Watchman's Clocks and Paper Dials of all kinds. Send for Catalogue No. 584. **The Prentiss Clock Improvement Co., Dept. 58, 49 Dey St., N.Y.City**

The Crystal Fountain Water Filter.



Perfect and Durable in Construction.

Best Materials Used.

Advantages Over Others:

Automatic cleaning device, patent abrasive emery cleaner, thick tube, good mechanical construction, heavy tops and bottoms, superior quality valves.

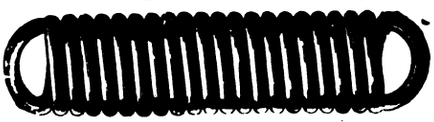
Write for Circular and Discounts.

Manufactured by

SQUIER FILTER CO., Dayton, Ohio. U. S. A.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



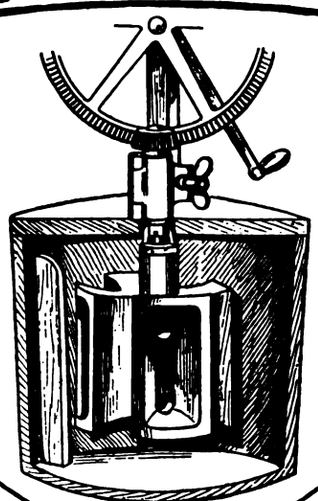


JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.

BUTTER IN A MINUTE



THE ONE MINUTE CHURN

(Protected by 57 Patents.)

Produces the finest quality of granular butter in a minute. It is the ONLY PERFECT MILK AND CREAM AERATOR CHURN on the market, churning sour and sweet cream in less time than any other churn. Made of the best material. Construction is perfect in every detail. All parts interchangeable and carried in stock. Runs easily. Seven sizes, one quart to 13 gallons. For farm and family use. Special offer to Hardware dealers for 1904. Mention HARDWARE.

Cable Address: "MINUTENESS" New York.

The One Minute Churn Co., Inc.

Manufacturers and Exporters.
I. M. MURPHY, President

9 Old Slip, NEW YORK, U. S. A.

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THE "Gurney" is leader in style and finish, and first class in every particular.

The "Gurney" is packed with mineral wool and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" can be kept absolutely pure and clean by the use of Removable Galvanized Ice Compartment.

We also manufacture the "La Belle" and "Cold Wave" lines of Refrigerators.

Largest and best equipped refrigerator factory in the United States.

Capacity 200 refrigerators per day.

Ask for catalogue.



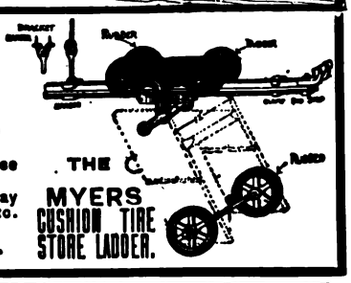


THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS

MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.



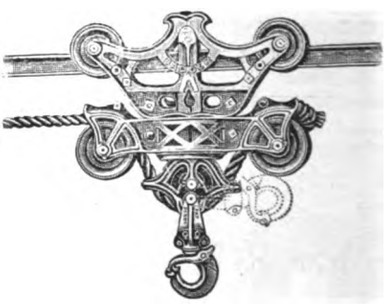
THE MYERS CUSHION TIRE STORE LADDER.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.

STOWELL HAY TOOLS

You will get to know the above sign and your customers will get to know the goods. We propose to make trade for the dealers and work up trade for them. Send us your customers' names and try us.



STOWELL MFG. & FOUNDRY CO.

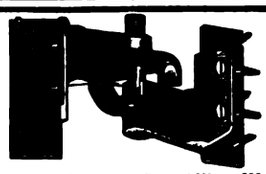
South Milwaukee, Wis.

200-EGG INCUBATOR $12.80

This perfect 200-egg Wooden Hen at $12.80 is a startling trade innovation. It will do the work of the most costly hatcher, and always keeps in order. Hatches every fertile egg. Catalogue with fourteen colored views sent Free.

GEO. H. STAHL, Quincy, Ill.





Automatic Gauging and Double. Hold Pat. Blind Hinge.

Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

Baltinger & Berkley Patent Hinge Mfg. Co., St. Louis, Mo.

WINTERTON METAL POLISH

FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,
PITTSBURG, PA.

The No. 2 HAMMOND



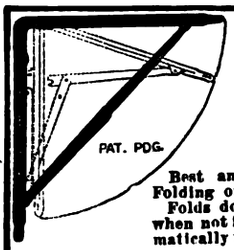
Possesses

ALIGNMENT—Perfect and permanent
IMPRESSION—Invariably uniform
TOUCH—Soft, light and elastic
SPEED—Over 200 words a minute
DURABILITY—The fewest parts, the best made
VARIETY—26 languages, 100 styles of type, paper or cards of any width or size on one machine
PORTABILITY—Weighs only nineteen pounds including traveling case.

The Hammond Typewriter Co.

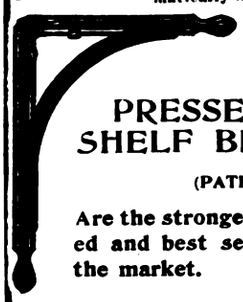
69th to 70th Sts. and East River, New York, N. Y.

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GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

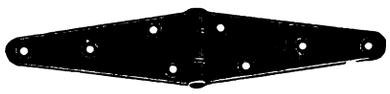


GRIFFIN'S

PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

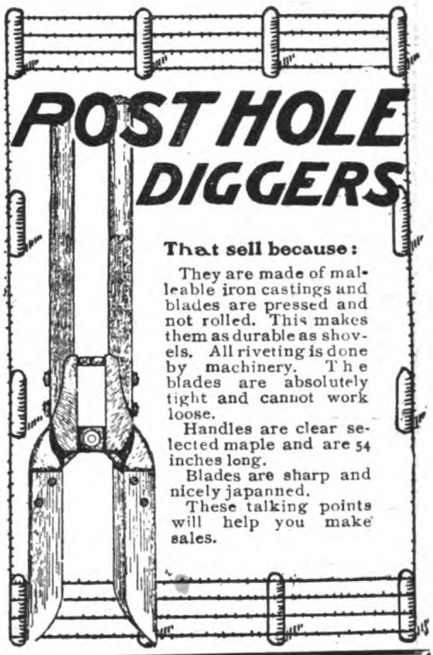
TRADE NOTES

Reading ,Pa.—The Wilkinson Shear Works has moved to its new building, Laurel and Mifflin Streets. The firm acquired the business of a cutlery firm and is now manufacturing an additional line of goods.

Richmond, Ind.—The plant of the Richmond Plow Company has been sold to the Brown-Manley Agricultural Co., of Malta, Ohio.

Savannah, Mo.—S. W. Crowley, W. B. Cobb and George D. Crowley have disposed of their stock in the Savannah Implement Company and E. Linge of Emporia, Kansas, becomes a stockholder. After the sale was completed, a meeting was held by the new company and new officers were elected. The officers are A. H. Cobb, president and manager; J. L. Scudder, vice president and E. Linge, secretary and treasurer. The stock of the company is held, by these men.

Toledo, O.—The Norton Paint and Hardware Company, at a recent meeting of its stockholders, decided to go out of business, convert its stock and accounts into cash, pay its liabilities and divide the balance among its stockholders.



POST HOLE DIGGERS

That sell because:

They are made of malleable iron castings and blades are pressed and not rolled. This makes them as durable as shovels. All riveting is done by machinery. The blades are absolutely tight and cannot work loose.

Handles are clear selected maple and are 54 inches long.

Blades are sharp and nicely japanned.

These talking points will help you make sales.

We make tacks and nails, too.
Send for circular.
ROCKFORD TACK & NAIL CO.,
Rockford, Ill.

KNIVES.



Send for Illustrated Catalogue of Full Line.

Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Screw Drivers, etc.

C. J. KIMBALL CO. BENNINGTON, N. H. U. S. A.

REMOVABLE

Pan Refrigerators

THREE STYLES

(Patented)

OPAL GLASS LINED

With Tinned Wire Shelves.

ZINC LINED

With Galvanized Iron Shelves.



REMOVABLE

Pan Refrigerators

THREE STYLES

(Patented)

OPAL GLASS LINED

With Tinned Wire Shelves.

ZINC LINED

With Galvanized Iron Shelves.



WE MAKE

THE FINEST

Glass Lined

Refrigerators

ON THE MARKET

SEND FOR CATALOGUE

The John C. Jowett Mfg. Co.

BUFFALO

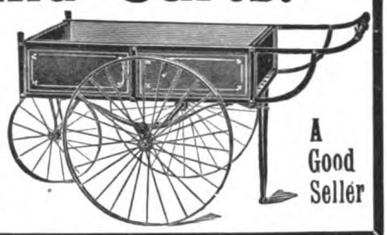
55TH YEAR



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Syracuse Hand Carts.

IMPROVED PATTERN, WOOD OR STEEL WHEELS.
THREE LEAF STEEL SPRINGS.
LEG FOLDS UP TO THE HANDLE. BOX WELL IRONED.
NICELY PAINTED, STRIPED AND VARNISHED.
SEND FOR PRICES.



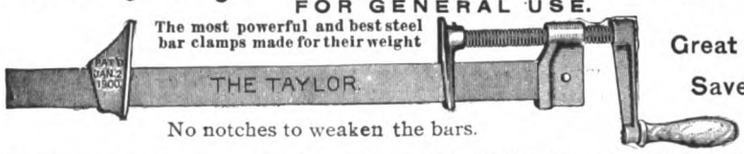
A Good Seller

Syracuse Chilled Plow Co.,
Syracuse, N. Y., U. S. A.

BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

The Taylor Quick Adjusting Self Locking Clamp
FOR GENERAL USE.

The most powerful and best steel bar clamps made for their weight



Great Time Savers.

No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.
Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.



Large 10 oz. Can

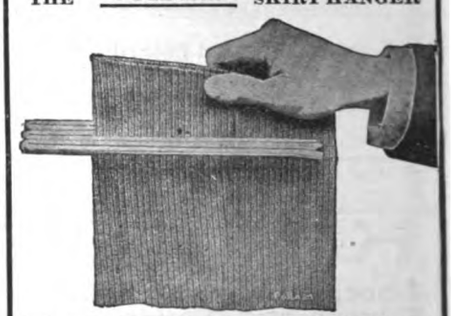
WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.
CHICAGO.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

ENTERPRISE
Meat and Food Choppers
TINNED

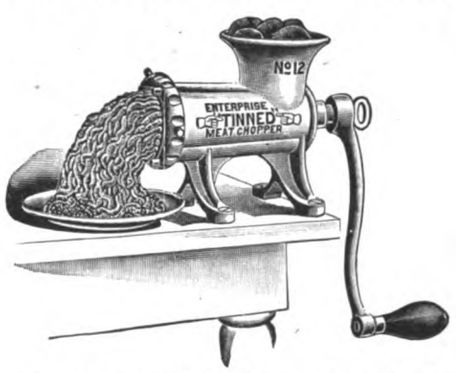
45 Sizes and Styles for Hand, Steam and Electric Power



No. 2 $1.50
No. 4 2.00
No. 6 3.00



No. 5 $2.00
No. 10 3.00
No. 20 6.00



No. 12 chops 3 pounds per minute $2.75
No. 022 chops 4 pounds per minute $4.50
No. 032 chops 5 pounds per minute $6.00



No. 41 $55 00



No. 66 $250.00

ORDER FROM YOUR JOBBER *ILLUSTRATED CATALOGUE FREE*

The Enterprise Manufacturing Company of Pa.

N. Y. Branch, 10 Warren Street — Philadelphia, U. S. A. — San Francisco Branch, 105 Front Street

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MAKE MORE MONEY



SIGNAL MAIL BOX CO. 104, BENTON ST.
JOLIET, ILLINOIS.

WALTER A. WOOD,

Mowing & Reaping Machine Company,

Pioneer Manufacturers
and Exporters of . . .

Harvesting Machines

Grain Binders	Corn Binders
Mowers	Reapers
Hay Rakes	Hay Tedders

Factory:
HOOSICK FALLS, New York, U. S. A.

LONDON: 36 Worship St., E. C.
BERLIN: S. O. 26, Elisabeth-ufer 5-6.

A $2 Advertising Course

Learn to Earn $20 to $100 Weekly.

I am making a remarkable offer to business men who want to improve their own advertising, and to those who want to learn a congenial and very profitable profession, but are not convinced of their ability to succeed at it, or who are not sure which course to take.

Send me $2 and I will give you four weeks' trial instruction. That will show you just how good my course is, and how valuable it may be to you.

If you decide to continue, and I believe you will, the $2 will be credited to your account.

I **wouldn't** make this offer unless I honestly meant to help you.

I **couldn't** make it unless I really did do for my students the things I promise.

I am a specialist in advertising.

For seventeen years I have been building business for some of the largest advertisers in the world. Regal Shoes, Heinz Pickles, Studebaker Wagons, Jenkinson Stogies, R & G Corsets, and a host of others have been numbered among my clients.

My course is practical not only because it is based on my wide experience, but also because it is backed up by an actual advertising business.

Look up the rating of the Bates Advertising Company, and then send $2. Anyway send stamp for my handsome 66-page prospectus.

CHARLES AUSTIN BATES,

28 Spruce St., N. Y. City.

Are You Aware

of the fact that each of

Peck's Edge Tools

is carefully tempered and fully guaranteed against flaws?



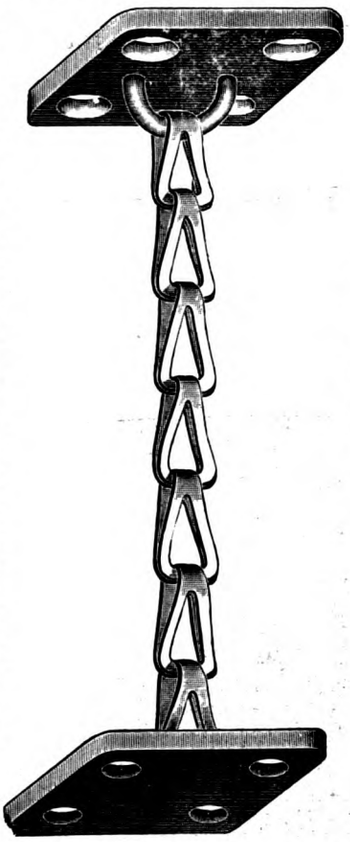
Each tool is proud of its name because its quality is always the same, and always the best for the money. Better send in your trial order and be convinced.

Please mention HARDWARE.

PECK EDGE TOOL CO.

COHOES, N. Y., U. S. A.

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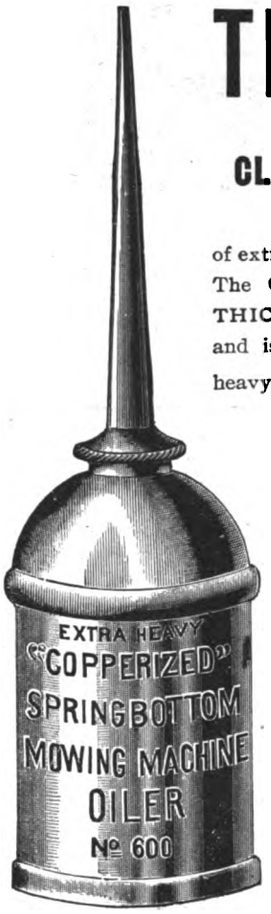
TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

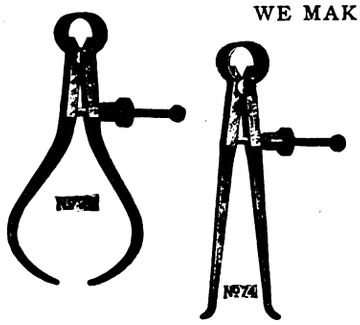
THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD

for accuracy, workmanship, design and finish.
The best mechanics prefer them.
The best dealers sell them.

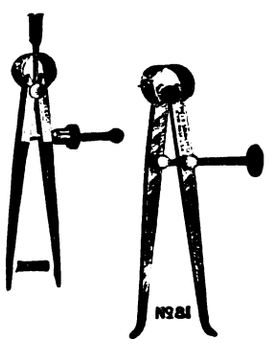
WE MAKE



OVER 200 DIFFERENT STYLES and SIZES of CALIPERS AND DIVIDERS,

in the largest factory in the world, devoted exclusively to the manufacture of small tools for mechanics.

Ask for Catalogue No. 17 T.



The L. S. Starrett Co.
Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

Bechtold & Wood, 54 Stone Street, New York, after serving in the capacity of buyer and manager in export concerns in this city for the past ten years, have established a general export agency and are prepared to introduce and extend in the foreign markets contractors' and builders' supplies, household and Hardware specialties. During the time of their experience in this line they have given requirements of the different markets characteristics and customs of the people their careful consideration, and feel qualified to judge how they act the most profitably for those they represent.

The Mather Thousand Mile Axle Oil, an advertisement of which appears on another page of this paper, has been on the market for a number of years and has always proven a good seller. It is put up in an attractive can so that it can be easily displayed on the shelves or in the window of the dealer and the goods are of such quality as to retain the business. The reputation of this Oil is that it is always uniform and of good wearing body.

Among the speeding contests participated in by the fastest automobiles in the country, we are pleased to notice that the "Stevens-Duryea," manufactured by the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., has on the Ormond Daytona course in Florida, with a 14 H.P. Machine, successfully broken previous records by making the mile in 57½. The designer of the skeleton record breaker, J. Frank Duryea, watched its performance, and now has a desire to construct a flyer of greater power.

Hopkins & Allen Arms Co., Norwich, Conn., are distributing to retail dealers who are handling their production, hanging signs, made of heavy bristol board, 12½x6½ inches, very handsomely printed. The programme is that one sign shall be sent each month, taking up in order their several lines of Single and Double Barrel Shotguns, Rifles and Revolvers. Each card contains a cut of Gun, Rifle or Revolver, and is appropriately and distinctly lettered, making an attractive window sign. They will be pleased to send these signs on application.

We are informed that the Elliott Fisher Company, New York, manufacturers of Billing Machines and Book Typewriters, desire to consolidate their manufacturing under one plant within convenient distance of New York and are looking for a better location. They will need about 50,000 square feet of floor space.

J. STEVENS ARMS & TOOL CO.'S GOOD WORK.

A novel and unique manner of advertisement has reached us in the form of a pamphlet from the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., being a report of the Stevens competition in the *St. Nicholas* magazine. It is a treatise on "Young People's Right to Bear Arms," defended by themselves by the way of letters from the prize-winners and extracts from many others. The J. Stevens Arms & Tool Co., recognizing that there is a prejudice against the use of firearms by young people, decided to call upon the boys and girls themselves to justify their right to bear arms. Consequently they printed in *St. Nicholas* for June, July and August, 1903, an "open letter" to the boys and girls of the St. Nicholas League and other readers of *St. Nicholas*, offering 25 "Stevens No. 17 Favorite Rifles" for the best 25 statements of reasons why young people, both boys and girls, should learn to handle the rifle, and also of the conditions under which the use of a rifle should be granted to a boy or girl. The pamphlet above referred to is the report of this Stevens competition, and is worth sending for and deserves careful perusal by both the young people and their parents.

The American Sheet and Tin Plate Company, which was recently formed by a consolidation of the American Tin Plate Company and the American Sheet Steel Company, has removed its extensive offices from New York to the Frick Building, Pittsburgh. The difficulties and confusion which are of necessity caused by the moving of such large force of employees and carloads of office appliances have been overcome and business is again conducted in the same systematic, accurate and courteous manner which has been characteristic of both the now combined companies.

AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

From a circular letter issued by F. D. Mitchell, secretary-treasurer of the American Hardware Manufacturers' Association, Bourse Building, Philadelphia, under date of February 8th, the following extracts refer to the semi-annual convention, which will be held in Atlanta, Ga., May 24-27:

Advices received from the Piedmont (our headquarters) indicate an unusually large number of reservations by our members at this early date, and they now decline to make any reservations subject to cancellation later, stating: "The demand is so large for rooms that we will need all we have for the people who will come." We understand that Friday, May 27, will be largely devoted to attending a barbecue, given by the Atlanta people, and for which the Southern Railroad will donate train service—some 80 miles' ride—which will afford an exceptional opportunity for our members to meet their customers.

It is probable that our programme will be substantially as follows:

Tuesday, May 24, meeting of Executive Committee.

Wednesday morning, opening session, president's address, etc.

Wednesday afternoon, jobbers and manufacturers meet for mutual discussion.

Wednesday evening, entertainment.

Thursday morning, executive session.

Thursday afternoon, no special programme.

Thursday evening, banquet.

Friday, excursion and barbecue.

Special efforts will be made by the respective reception committees, and through our "numbered button, with printed key," carefully edited, looking to make this an exceptional convention, socially and commercially.

TENTH ANNUAL SPORTSMEN'S SHOW.

The Tenth Annual Sportsmen's Show opened at Madison Square Garden, New York, on February 19th, and will continue until Saturday, March 5th, inclusive. In a number of scenic effects it may be said to surpass any former efforts. A combination of mountains and valleys, with a stream and old fashioned water mill, exhibits of live game birds, a model fish hatchery in operation, together with a fine collection embracing pheasants, jungle fowl, peacocks, Persian lamb and sheep, Angora goats, geese, wild duck, wild game, water fowl and small game animals are original methods which add to the usual interest. Such interesting features as fly casting, canoe races, tilting contests, log rolling and kindred sports were provided in connection with the large lake on which demonstrations of the launches and motors were made. More fully occupied space than in previous exhibitions has been taken by exhibitors, a predominant feature being the display of boats of various kinds. There is also rifle and revolver shooting by an expert, and exhibitions of breaking and pitching camp and typical saddling and off-saddling of Western bronchos used in transporting camp supplies and equipment from point to point by Western guides in competition with each other, in a thoroughly native and realistic manner.

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HARDWARE

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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

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Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

809 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review

The prevalence of Hardware conventions that are being held in a number of the most progressive States, engrossing as they do the attention of all the prominent retailers in each State, has had its effect upon mail orders and those orders usually obtained by the missionary of commerce, who is apt to be on the warpath for business at this season of the year. But the dealer who is faithful in his attendance on his State convention proceedings does not waste his time when he spends it hobnobbing with the leading buyers in the retail ranks, listening to excellent papers prepared by the thinkers in the business, in which is skillfully detailed the methods by which success and good fortune has been achieved; for the many benefits springing from organized effort are made plain to the intelligent listener.

These annual gatherings are as refrshing oases in the wide wilderness of commercial activity, where the participant rests and refreshes himself, both mentally and physically, while he forms new friendships, or cements old ones, that give new inspiration to the worker and make him more capable of combatting the errors of the past and fortifying him for a future of less friction and greater promise of profit.

The changes noted in the current market prices are not of sufficient importance to affect the general trend of trade. There are as many conjectures in regard to the future of trade and traffic as there are of settled convictions. The natural tendency, consequently, will be toward a conservative handling of the situation, which will prevent any radical changes in current quotations that might demoralize to its detriment any branch of the industry.

This is regarded by some as a favorable period to institute reforms in the methods of doing business which have impeded a proper understanding of some questions in the past. As to the new method of selling Axes by weight, which from a manufacturer's standpoint seems reasonable and feasible, it will doubtless be difficult for the retailer—who, after all, is the prospective disposer of the product—to understand the advantages underlying the proposed change. While there never seemed to be any justification for selling a six-pound Axe at the same price as one weighing a third less, it has been done from time immemorial, and the lack of close discrimination as to size and weight affects other lines of production besides axes. The weight of axes required by the consumer is governed by the wants of a locality, and no doubt the change in price will cause a modification of requisitions that may make the retailer's wants somewhat uncertain as to weights until he has sounded his customers' willingness to pay the advance demanded.

The early orders that have already been given for the usual Spring requirements are to a large extent tentative in character, and coupled with expectations of further requisitions as the season progresses. So many seasonable goods are needed for Spring sales, which includes Steel Goods, Poultry Netting, Wire Cloth, Cream Freezers, Refrigerators, Lawn Mowers, Scythes, Snaths, etc., all of which need time for production, that the necessity for early orders is inevitable if the jobber expects to fill all the orders that are taken by his representatives. This necessitates close watching of stock and prompt deliveries on or before the time specified in orders booked, which bids fair to be a difficult matter this year as it was a year ago.

The recent advance of 10 per cent. on orders for Builders' Hardware, which took effect on February 15, coupled, it is true, with certain protective conditions governing sales already under process of fulfillment, was handled in an exceedingly diplomatic manner that involved but little hardship to the jobber. The rearrangement of prices, which was agreed upon January 1, is made less irksome, when announcement is made that the additional advance now announced may—and undoubtedly will be—taken advantage of in ample time to be accounted as so much unexpected profit. May it prove no incentive to cut prices when they are thought to be well settled.

ANALYSIS OF THE YEAR'S COMMERCE.

More than one-half of the exports from the United States in 1903 went to British territory, and practically one-third of the imports into the United States came from British territory. Our total exports to British territory in the calendar year 1903 were 768 million dollars, or 52 per cent. of our total exports, and our total imports from British territory 308 millions, or 31 per cent. of the total, speaking in round terms. These facts are shown by an analysis of the year's commerce made by the Department of Commerce and Labor through its Bureau of Statistics. By British territory is meant the United Kingdom and its colonies, dependencies, and protectorates.

The territory included under this designation of the United Kingdom and its colonies, dependencies, and protectorates contains over 11 million square miles, or more than one-fifth of the land surface of the globe, and has a population of 400 millions, or one-fourth of the population of the world. The largest exportation to British territory, of course, was to the United Kingdom—543 million dollars—and this was the largest exportation to any single country. Next in order of magnitude of exports to British territory was Canada, 131 millions; British Australasia, 32 millions; British Africa, 28 millions; British West Indies, 10 millions; Hongkong, nearly 10 millions; India, nearly 5 millons; and the remainder scattered through the smaller British dependencies.

Of the 308 million dollars' worth of imports into the United States from British territory, 177 millions, speaking in round terms, came from the United Kingdom, 53 millions from Canada, 48 millions from India, 12 millions from British West Indies, 7 millions from Australasia, one million dollars' worth from British Africa, and the remainder from numerous British dependencies of less importance.

Thus, of the foreign commerce of the United States aggregating nearly 2½ billion dollars in the calendar year 1903, more than one billion dollars represented commerce with British territory.

Next in order of magnitude of commercial transactions with given countries is Germany, to which our exports in 1903 were 225 millions and from which our imports were 122 millions. With German territory, outside of Germany, our commerce is small. To German Oceania our exports in 1903 were 145 thousand dollars, and to German Africa, 19 thousand, while our imports from German territory, outside of the mother country, were even less.

Our commerce with Germany has grown much more rapidly in the last decade than that with the United Kingdom.

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In 1893 our exports to Germany were only 88 million dollars, in 1903 they were 225 millions, an increase of over 150 per cent., while in the case of the United Kingdom our exports to that country in 1893 were 415 millions, and in 1903, 543 millions, an increase of only 30 per cent. Imports into the United States from Germany increased during the decade from 89 millions in 1893 to 122 millions in 1903, or 37 per cent., while from the United Kingdom the imports increased from 150 millions in 1893 to 176 millions in 1903, or 17 per cent.

Canada stands third in the order of magnitude of exports from the United States, though that country has been included in the general discussion of our commerce with British territory. Our total exports to Canada in 1893 were 57 million dollars, and in 1903, 131 millions, an increase of about 130 per cent.; while our imports from Canada grew from 34 millions in 1893 to 53 millions in 1903; an increase of 56 per cent.

France is fourth in the magnitude of its commerce with the United States, our exports to that country in 1903 being 88 million dollars, against 57 millions in 1893, while our imports from France were 80 millions in 1903, against 64 millions in 1893.

Netherlands is next in the list, our exports to that country in 1903 being 73 million dollars, against 43 millions in 1893, and our imports from Netherlands, 21 millions in 1903, against 12 millions in 1893.

Considering the commerce of the United States by grand divisions, that with Europe is of course first in order of magnitude, both as to imports and exports. Our exports to Europe grew from 680 millions in 1893 to 1,087 millions in 1903, while our imports from Europe increased meantime from 392 millions to 528 millions.

To North America other than the United States our exports increased from 125 millions in 1893 to 227 millions in 1903, and our imports from the same countries increased from 171 millions to 182 millions during the same time. To South America our exports grew from 34 millions in 1893 to 46 millions in 1903, our imports from that continent meantime increasing from 103 millions to 113 millions. To Asia our exports grew from 20 millions in 1893 to 55 millions in 1903, while our imports from that grand division grew from 75 millions to 139 millions in the same time. To Africa our exports increased from 5 million dollars in 1893 to 31 millions in 1903, and our imports from Africa increased from 7 millions to 11 millions.

In the commerce with Oceania the figures are, on their face, misleading, because they do not now include the figures with Hawaii as they did a decade ago. The figures on their face show exports to Oceania as 11 millions in 1893 and 37 millions in 1903; but if our shipments to Hawaii in 1903 were included in the statements of foreign commerce the total would be about 50 millions. Our imports from Oceania in 1893 were 28 millions, and in 1903 are stated at but 22 millions, but with Hawaii added would be about 52 million dollars.

SOUTHERN NEW YORK AND PENNSYLVANIA TRADE NOTES.

(From our Travelling Correspondent).

The unusually large fall of snow and the very severe weather all through the month of January has very materially interfered with all building. The trade from the country districts has also been somewhat smaller than usual, and collections have been exceedingly slow, owing to the fact that it has been almost impossible for people living in the rural districts to get to town.

On the other hand, business has been exceedingly brisk in ice tools, snow shovels, children's sleds and skates. In speaking of this trade, one Binghamton jobber said: "It has been almost impossible to get our orders filled for some Winter goods. We bought heavily of snow shovels and skates and are now about out of all these goods, and have lost many sales because the manufacturers were unable to fill our duplicate orders promptly. The demand from the country trade has been very large for all these goods."

One of Binghamton's progressive Hardware firms is Callahan & Douglass, who have a very well arranged and large Hardware store. This concern make a strong bid for the sporting goods trade and carry a very complete line, including fishing tackle, gun and gun goods, bicycles and supplies.

Another up-to-date Binghamton store is that of Babcock, Hinds & Underwood, who carry on an extensive local jobbing Hardware business. This is one of the oldest Hardware establishments in the city and reported a good Winter business.

Barker, Rose & Clinton Co., of Elmira, occupy a double store and carry a large stock of general Hardware. In addition to their extensive retail business this firm do considerable wholesale trade throughout Southern New York.

Another Hardware firm of Elmira doing considerable jobbing business is Griswold, Maloney & Co.

G. A. Gridly & Son, of Elmira, carry an exceptionally fine line of fancy Hardware, going extensively into fine goods. This firm are also wholsale, but are making a strong effort to secure the best retail trade.

F. M. Baker & Son are the leading Hardware dealers of Owego, and although this firm's business is largely retail, no small amount of Hardware is sold by them, having a trade from the country for many miles around.

The T. T. Miller Hardware Co., of Easton, Pa., have enlarged their business considerably during the past few years and now do an exclusively wholesale trade.

There is a much better feeling in the Hardware trade of the Keystone State than a year ago. This is especially true in the coal regions, where there has been an active business for the past ten months.

There is an air of prosperity and business about the store of Chas. Morgans Sons, in Wilkes-Barre. The fixtures and general arrangement of this store is exceedingly good and stock is so well displayed that many sales are made. Much attention is given to window display and very pleasing effects are secured.

Frank Baab, of Wilkes-Barre, is another progressive Hardware merchant and carries an extensive line of Cabinet and Builders' Hardware.

One of the largest Hardware houses in the central part of the State is Phelps, Straw & Co., of Wilkes-Barre, who have built up a large business not only in Hardware, but in mining tools and supplies

All the Wilkes-Barre Hardware houses reported a good Christmas trade and said that the outlook was good for Spring business.

A. J. Hawley, of Scranton, Pa., in addition to a well-assorted Hardware stock, carries an exceptionally good line of stoves and heaters. This is found a good and profitable adjunct to the regular Hardware business.

In Reading, Pa., is to be found one of the finest and best appointed Hardware stores in the State. This is the store of Bright & Co., who also operate branch stores in other cities and do a large local jobbing trade.

One of Reading's oldest established Hardware houses is Obold & Co., who carry on both a retail and wholesale business. This firm are large dealers in guns and sporting goods generally. About the store of Obold & Co. there is an activity that speaks well of the firm's prosperity.

There seems to be no reason why general business in the coal regions should not continue good. All labor has steady employment and at good wages, and when Spring opens there will be undoubtedly considerable new building done.

HAMMERNAIL.

F. G. DAVISON.

It is with regret that we announce the sudden demise of F. G. Davison, of the Davison Mfg. Co., Brooklyn, on February 12th. Mr. Davison was ill only a few moments, the cause of his death being heart trouble. The manufacturing business will be continued as before under the same firm name under the management of F. S. Davison, whose persistent work has built up the business so rapidly during recent years.

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"START IT RIGHT."

Butler Bros., Chicago and New York, are the authors of considerable advertising that is of an original and effective character which they are distributing to the Hardwaremen whose patronage they are strenuously seeking to get and keep. Under the name of "Reproductions of Retail Advertising," they are showing some attractive specimens of newspaper, magazine and similar advertising quite suitable for the use of Hardware stores, department supply and other general distributors, that will be found attractive matter; no matter how large or how small a space the dealer contemplates using. They also publish a booklet of 24 pages entitled "Start it right," which is characteristically illustrated and full of suggestions, sound and sensible, as to the conducting of a business and store which are worth perusing.

SOUTHERN SUPPLY AND MACHINERY DEALERS' ASSOCIATION.

The third annual convention of the Southern Supply and Machinery Dealers' Association will be held at Old Point Comfort on April 12, 13 and 14, the Hotel Chamberlain having been selected as headquarters.

The officers of this association have succeeded in obtaining an exceedingly low rate from the Hotel Chamberlain, and there will be reduced railroad rates to Old Point Comfort from all points. All supply dealers, whether they are members of the association or not, also all manufacturers who are in accord with the policy adopted by this association, are extended a very cordial invitation to be present.

INTEND EXHIBITING AT ALL CONVENTIONS.

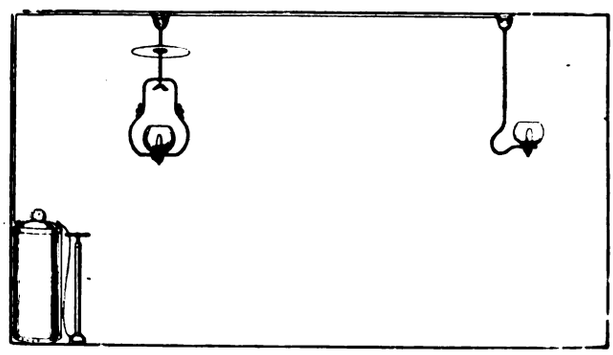
The Stowell Mfg. & Fdry. Co., South Milwaukee, Wis., who do an extensive business as manufacturers of Hardware, door hangers and rail, hot air registers and ventilators, hay tools, shoe lasts and stands, tackle blocks, wire workers' and plumbers' goods, intend giving the trade an admirable opportunity to know their goods more intimately. This company has already made an exhibit at the North Dakota Retail Hardware Dealers' convention at Grand Forks, at the Wisconsin Retail Hardware Dealers' Association at Milwaukee, the Iowa Retail Hardware Dealers' Association at Des Moines and the Indiana Retail Hardware Dealer's convention at Indianapolis. They invite dealers to call on them at the conventions at St. Paul, February 24th, 25th, 26th; East St. Louis, February 23d, 24th; St. Louis, February 23d, 24th, and Cleveland, February 24th, 25th, 26th.

THE PEERLESS ICE CREAM FREEZER.

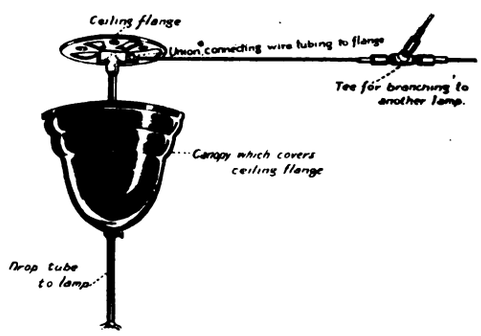
Dana & Co., Cincinnati, Ohio, are the manufacturers of the Peerless Ice Cream Freezer, advertised in our columns, which for the coming season have been greatly strengthened and improved so that they are of even a higher standard of excellence than ever. A good inspection of every part of each machine is made, the tubs, iron parts, and working parts in general are the production of workmen who have been long in the employ of the company, and are guaranteed as nearly perfect as human ingenuity can contrive. This year considerable attention is given to their 25 and 40 quart power freezers, which have been in consequence made more of a feature than usual. These freezers are claimed to be the only power freezers built on the principle of the French pot, which principle is claimed to make the finest ice-cream, and to be in use by all the best confectioners who have been made acquainted with the merits of the Peerless Freezer.

A MODERN SYSTEM FOR LIGHTING THE STORE.

Something of the difficulties of lighting a store properly are known to every merchant, and a light that is perfectly satisfactory and at the same time economical is quite a rare feature. The city store has, in most cases, both gas and electricity at command. The electric arc is often favored because, under its rays, colors do not change much from the appearance they present in daylight. The light it gives is, however, quite unsteady and the peculiar, jumping and sputtering that often accompanies the electric light, is very annoying. Gas, when burned with a mantle, is very satisfactory, but very expensive, and the monthly reports of the man who reads the meter seem to grow larger with every succeeding month. A system of lighting that has proven very popular with merchants in every part of the country, is the gasoline lighting system, whereby a brilliant arc light is maintained at very little cost, the only fuel being hydro-carbon gas, generated from gasoline. It is perfectly safe, eminently satisfactory from every point of view as a light, and costs only about one-tenth as much to maintain as the gas or electric arc light. We show herewith a sketch that illustrates



the way in which one of the best of these lighting systems operates. It represents the Ann Arbor Lighting System, made by The Superior Mfg. Co., of Ann Arbor, Mich., with two of their different styles of arc lights in position. The gasoline is forced under pressure from the feed tank, through a fine wire tubing. On reaching the burner, the gasoline is transformed into hydro-carbon gas, which burns with a fine, clear brilliancy that for steadiness and whiteness cannot be equalled by any other fuel. A mantle is used to diffuse the flame. The arc lights are estimated to give 1200 candle power, and when compared with other lights rated of equal power, would



seem even stronger. A feature of the lighting system made by The Superior Manufacturing Company is the neat appearance of the lamps and fixtures when in position. The flexible wire tubing through which the gasoline is fed to the burner is really no more noticeable than an electric light wire, and a perfect joint is made by a flange leading down to the lamp, and covered up by a very neat oxidized brass canopy. In fact, the entire lamp is finished in the same handsome manner, which not only adds greatly to its appearance, but insures its durability. This lighting system is especially recommended to the progressive merchant in the small city, who is proud of his store, and wants to keep up the appearance of his place, at a small cost.

THE A. H. WOLFF GAS RADIATOR CO., 116-118 Wooster Street, New York City, have issued their 1903-1904 catalogue embracing their gas heating and cooking apparatus. Their Nos. 10, 20 and 30 Wolff Radiators represent a new departure in gas radiators which, they claim, surpass all competition by improvements of great merit. These radiators are made with double tubes, the burners of which burn with a white flame, which the company claim is more healthful than the atmospheric flame. In their No. 100 20th Century gas range they have departed from the old style stove and have produced a range on the cabinet order or design, thereby adding to its attractiveness and also making a compact stove, taking comparatively small space and doing the regular amount of work. It has a 16-inch double oven, double lined, and a separate broiler, so that baking and broiling can be done at the same time. Catalogue will be mailed upon receipt of request.

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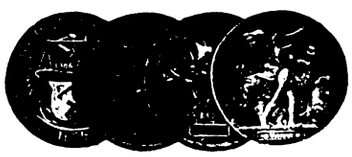
THE "STAR" SAFETY RAZOR.

During the past year Kampfe Brothers have received a number of complaints from persons, who have purchased Star Safety Razors, claiming the blades would not hold an edge. Upon investigation they found these blades to be the product of other manufacturers and sold to the trade at a low price to take the place of the Genuine Star Safety Razor Blade, and represented to be "just as good" in quality. Whereas,



STAMPS ON GENUINE BLADE.

it would be impossible to shave with their frame alone, it is by combining the two, the "Star Safety Razor" is produced, providing only that their frame and blade is used, otherwise an inferior infringing aggregation is produced and sold under their name. To state it mildly, this is certainly unfair competition. Kampfe Brothers, in justice to themselves, request the trade to abstain from selling their frames in connection with blades of other makes, as this is clearly an infringement on their various patents. Years of study and labor have been given to produce the Star Safety Razor Blade, and the manufacturers on honor state positively that for quality and workmanship they are far superior to any on the markets of the world. Experienced cutlers, and over five million users, they claim, will bear them out in this statement. They also call attention to the fact that qualified



AWARDS OF MERIT.

judges have granted them the highest awards for superior quality wherever exhibited. It was only after their blades were brought to a high degree of perfection that the Safety Razor became such a pronounced success. The improved frame and perfected blade has created the excellent reputation which the Star Safety Razor enjoys, and in a measure has paved the way for others, alleged or claimed to be "just as good" as the genuine "Star." All genuine Star Safety Razor Blades have the three stars and the name "Kampfe Brothers" stamped on the face of the blades. Also the name "Kampfe Brothers, N. Y., Warranted," on the back of the blade, as illustrated in above cut. They hope the trade in general will not consider them inconsiderate or arbitrary if they insist that their patents must not be infringed by selling Safety Razor Blades of other makers in connection with the Star Safety Razor Frame.

WOOD-CARVING BY MACHINERY.

Carving by machinery is no longer an experiment. It is a successful accomplishment. And with its general recognition as a money-saving institution a new factor in furniture building has been ushered in. Beautifully ornamented pieces of furniture, which twenty years ago were luxuries, the enjoyment of which was only within reach of the richest, now adorns the homes of even the working men. It is not intended here to convey the impression that the carving machine has alone worked such changes. On the contrary, it has been one of the latest of a number of elements that have each exerted a strong influence upon conditions in furniture-making. The universal employment of labor-saving machinery, the systematising of the work in all its branches, the development of skilled mechanics, and the lessons managers of factories have learned by experience, have each been a strong factor in bringing the cost of furniture to a minimum. The era of guesswork is past, and to-day the manager of a factory can generally tell to within a few pence of how much a piece of furniture is going to cost to manufacture, simply by looking at the design. Or, if he will ask the designer for a certain piece of furniture to cost a stated amount, that individual can invariably come within a very short margin of this figure. Allowing, then, a reasonable percentage of profit in the selling price of the goods, there is no reason why a company should ever lose money, provided, however, goods sell at all.

The first serious obstacle to the success of wood-carving machines was the lack of skilled operators. The machines used to-day came to us practically perfected, but the operator was not found in any such stage of development. In fact, he had to be made, or, it might be said, he had to be discovered and then developed, a process which required years to reach good results. There was no one to teach the operator. The inventors of machines were themselves deficient in the use of their product. They saw the possibility that lay in their invention, but had not had sufficient time to become skilled in its use. To the man to-day who undertakes to learn the trade under the instruction of a skilled operator, it is an easy matter when compared with the task that lay before the unfortunate who took up the work when it was in its infancy.

A second difficulty has been the deep-rooted prejudice against this type of machine on the part of the hand-carvers. In selecting a wood-carving machine it must be borne in mind that there are several excellent makes of machines, each having some claim to superiority, but none of them having all claim to this quality. One machine may be adapted to a certain class of work and give excellent satisfaction, while on another class of work it may be a failure. The result may be just the opposite if placed on another make of machine. It is therefore important that the purchaser of a machine should select the one best suited to his work. A careful study of the work of other manufacturers will soon show him what class of work he wishes to adopt for his style of goods, and he can rest assured that the man who has used carving machines extensively has soon learned to select the one best adapted to his line of goods.

The machine has been a money-saver in the last few years, and the factory which, six years ago, had one in operation now employs a half dozen or more. There is a widespread feeling in favor of the use of wood-working machinery, and all firms of importance now freely recognize the advantage of keeping their plant fully up to date in order to minimize the cost of production.

HARDWARE TRADE NOTES. BUFFALO AND VICINITY.

BATAVIA, N.Y.—The firm of Worthington & Bradish Hardware dealers, has been dissolved. The business will be continued by John Holley Bradish, who has purchased the interest of his former partner.

MEDINA, N. Y.—Joseph N. Brace has purchased an interest in the Hardware and implement store of W. W. Martin, and the firm name will hereafter be known as Martin & Brace.

NORWALK, OHIO.—The Norwalk Hardware Company has been organized, with Henry C. Breckenridge as manager and have purchased the Hardware business of F. A. Powers & Co.

BROCKPORT, N. Y.—The Charles Decker Co., dealers in Hardware and stoves, have incorporated with an authorized capital of $18,000.

W. H. Harris, Lockport, N. Y., has perfected and patented an improved furnace for house heating and will at once erect and equip a factory 150x100 feet in size for their manufacture, giving employment to about 100 men.

The Buffalo Garage Company has been incorporated at Buffalo, N. Y., with a capitalization of $30,000, and will manufacture, sell, rent and store automobiles and other motor vehicles. The directors are Geo. H. Smith, Benj. F. Milsom and Byron D. Shultz.

The Auto-Car Equipment Company has been incorporated at Buffalo, N. Y., capitalized at $50,000, to manufacture and sell motors and other equipment for automobiles and launches. Directors: John B. Corcoran, George W. Atterbury and Elmer Olmsted, all of Buffalo.

The Vaux Company has been incorporated at Buffalo, N. Y., to deal in heating and ventilating apparatus. The directors are: Fred. G. Vaux, Albert J. D. Leplante, William H. Beam and Jackson A. McBurney.

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CONNECTICUT STATE ASSOCIATION OF RETAIL HARDWARE DEALERS.

Charles L. Way, Hartford, secretary of the Connecticut State Association of Retail Hardware Dealers, has issued the following circular, which he has mailed to every Hardware dealer in the State. As will be noticed, the annual meeting is announced for Wednesday, March 2, at New Haven, with headquarters at Heublein's:

The first annual meeting of the Connecticut State Association of Retail Hardware Dealers will be held on Wednesday, March 2, at New Haven.

The headquarters will be at Heublein's, on Church Street, opposite the New Haven Green, and the morning session will be called to order at 10.30.

At 1 o'clock a lunch will be served, at 75 cents per plate, and the afternoon session will be held immediately afterward.

It is hoped that there will be a large attendance at this, our first annual gathering, and the members are urged to exert themselves to enroll new members and bring them along. These gatherings are important to the interests of the retail Hardware trade, and are of as much importance to attend as the receiving of a large order for goods at a good profit. The Hardware merchants should know each other personally, and how better can they do this than by these annual gatherings? Come one! Come all! and bring all your enthusiasm with you.

Mr. Corey or Mr. Bogardus, of the National Association, will be with us and give us the benefit of their large experience. Do not fail to be present to hear what they have to say.

In order that the committee having the arrangements in charge may know what to expect, it is essential that the members notify the secretary, on the inclosed postal card, how many of each firm will be present. Please have these in the hands of the secretary by February 26.

In order that the members may be prepared with matter for discussion, it would be a good plan for each one to look into the matter of the Parcels Post bill, the matter of Hardware Dealers' Mutual Fire Insurance, and also any complaints or suggestions which would properly come before our association.

Let us have a large and enthusiastic meeting.

SPANISH CATALOGUES IN BRAZIL.

United States Consul Walter Schumann, of Mainz, Germany, under a recent date, sends the following translation of a letter from a gentleman residing at Sao Paulo, Brazil, to a German trade journal, which will be of interest also to American exporters to that country:

A Brazilian who is thoroughly acquainted with his own language—the Portuguese—will be able to understand a catalogue in the Spanish language without much trouble, both languages being closely related. Nevertheless, Spanish catalogues are not looked upon more favorably in Brazil than catalogues in the English, French, or German languages. If, however, a Spanish catalogue comes from Spain or other country in which Spanish is the language of the country, it is, of course, as welcome to the Brazilian merchant as a French catalogue from France, an English catalogue from England or the United States, or a German catalogue from Germany, for the knowledge of these languages is by no means a rarity among Brazilian merchants. Should an American, an English, or a German merchant send to Brazil catalogues intended expressly for that country but printed in the Spanish language, he can almost be certain that such catalogues are thrown into the waste-paper basket without even being looked at, and that with the compassionate mien of the Brazilian who pities the foreigner who thus seeks to do business with Brazil and does not even know that the language of Brazil is Portuguese; or else the Brazilian merchant may even feel insulted at being addressed in any language other than his own. It is therefore advisable that foreigners wishing to do business with Brazil make use of their own language, if they are not acquainted with the Portuguese language, rather than avail themselves of the Spanish language.

Time works wonders. So would men if they put in twenty-four hours a day as Time does.

A NEW DAY BOOK DEVICE.

The Century Cash Register Co. make the following announcement, which is self-explanatory:

Our new day book device, just invented and added to our latest improved model, 1904 Century, positively prevents clerks and employers from neglecting and forgetting to charge the goods sold on time. Every merchant knows that hundreds of dollars' worth of goods get out and are lost every year in this way. Our system effectually prevents this loss



CENTURY CASH REGISTER.

and the machine will pay for itself several times over in the first year. If it is worth something to you to know that every dollar's worth of goods going out of your store on credit is properly entered in your day book, then accept our special offer, try our system for one week, then if you can honestly say to yourself you would do without it for many times the cost, send it back at our expense. You will be under no obligations to buy and will not be bothered by an agent. The Century will tell its own story. Others say it is better than machines sold from $200 o $300. We know there is not a poor piece of material in it.

TRAP SHOOTING RULES.

The Union Metallic Cartridge Company, 313-317 Broadway, New York, have recently issued, intended for gratuitous distribution, a small compact booklet of 76 pages, entitled "Trap Shooting Rules and Records." The first 39 pages has reference to trap shooting rules, both as to targets and live birds, followed with chapters by leading experts on Division of Moneys, How to Organize a Gun Club, How to Manage a Tournament, Recommended Loads, A Dozen Don'ts, Equivalents of Powders, Some 1903 U. M. C. Victories and U. M. C. Expert Loads. At the end are blanks for scores and also pages ruled for addresses.

AMERICANS AND ENGLISH IN SOUTHERN BRAZIL.

Export, a German publication, organ of the Central Commercial and Geographical Union, in a recent issue says:

The Americans and the English are both endeavoring to exploit Brazil and all of South America commercially and industrially. The United States is seeking fields for her products, and already there is a demand for her agricultural machinery and other manufactures. A direct steamship service has been inaugurated between the United States and the Rio Grande do Sul, with monthly sailings. American promoters have already secured by purchase a concession for building a road in Santa Catharina, while the concession for the Torres-Porto Alegre line is still under discussion by the Government. The Americans carry on their negotiations through agents in order to secure as many favors as possible before they disclose their plans. The English, also, are investing capitel in Brazil; an example of this is the Brazilian Cold Storage and Development Company, which does a business in exporting meat.

ARMSTRONG'S HINGED VISES.

The Armstrong Manufacturing Company, Bridgeport, Conn., (New York office, 139 Center Street), are the manufacturers of the Armstrong's Hinged Vises, made of the best malleable iron and having steel jaws. They will take a pipe from one-eighth to four and a half inches. A complete catalogue recently issued tells all the particulars of them and of numerous other water, gas and steam fitters' tools.

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RECENT TRADE PUBLICATIONS.

THE STOWELL MANUFACTURING & FOUNDRY CO., South Milwaukee, Wis., have just issued their No. 3 catalogue which is one of very artistic appearance, descriptive and illustrative of their haying tools. They also manufacture Hardware, door hangers and rail, hot air registers, malleables, wire workers' goods, etc. The book contains exhaustive information regarding haying tools giving graphic illustrations and also gives directions for making wood track for carriers. The manufacturers state they made a test of one of their steel track hay carriers by attaching a short piece of rail to two hanger hooks about two and a half feet apart. The hanger hooks were fastened to rafter brackets giving the same construction as used in a barn with the exception that they did not attach the stop or trip, which with its two special hanger hooks will add fifty per cent. to its strength at the point which receives the most strain. The carrier and rail were subjected to a strain of 3,000 pounds and while the rail sprung slightly at 2,600 pounds, it sprung back after the test and both carrier and rail were in as perfect condition as before the test. The catalogue will be found valuable to those interested in this class of goods.

COATES CLIPPER MANUFACTURING CO., Worcester, Mass., have recently sent out to the trade their catalogue embracing their line of Clippers which they have been manufacturing for over a quarter of a century, making them an exclusive specialty. Their departments for grinding, hardening and polishing are in charge of competent men who have made these specialties their life work. The many novel features embodied in their design for ease and convenience of manipulation and great strength throughout. the fine cutting qualities and beautiful finish, the manufacturers claim, make them the acme of perfection. The above-mentioned catalogue contains a considerable amount of new matter not found in their former edition, in the shape of new goods and of additions to the descriptive matter. The catalogue can be had for the asking.

NORTH BROTHERS MFG. CO., Philadelphia, Pa., are sending to the trade an envelope size catalogue of 32 pages having reference to their ice-cream freezers. The booklet is well printed on excellent paper, and has a very artistic cover. The line of freezers contained therein, the company claim, comprises the largest variety made in any factory, and meets every demand from high quality to low price. The practical features which distinguish their freezers are the automatic twin scrapers which insure automatic, positive and continuous scraping of frozen cream from side of can; cedar pails with electric welded wire hoops which are guaranteed not to fall off or break; and drawn steel-bottom cans which will not leak, break or fall out of body of can, nor liable to injury. For the convenience of their trade North Brothers are prepared to furnish machine freezers, ice-breakers, packing tubs and cans for ice-cream makers, and ice chippers and shavers for home use, and the same are all illustrated in their catalogue. To dealers handling their freezers the company will be glad to furnish circulars if they will advise them which of their freezers they sell, also electrotypes for advertising, free of charge. Send for their catalogue.

C. J. KIMBALL CO., Bennington, N. H., have recently placed in the hands of their patrons their 1904 catalogue of cutlery, and this catalogue cancels all previous lists. Included in the contents are butcher, shoe, kitchen and drawing knives, screw drivers, etc. The book contains 22 pages and is very neatly illustrated and arranged. C. J. Kimball manufacture the Wilbur Webster brand of shoe knives, the same as formerly made by Wilbur Webster, of East Jaffrey, N. H. In the manufacture of these goods they use the same grade of steel, and the same process of manufacture as was used by Mr. Webster. They guarantee the quality.

THE CRONK & CARRIER MFG. CO., and THE CARRIER CUTLERY CO., Elmira, N. Y., are the authors of a very neatly arranged catalogue of attractive appearance. It is their 1904 catalogue and includes in its contents their line of hangers, garden and lawn rakes, pliers, clamps, shears, grind stone fixtures, Little Giant tack pullers, nail cutters, pocket knives, razors, scissors, etc., etc., each article finely illustrated and accompanied by list prices. One page of the book is devoted to a complete table of weights valuable to a prospective buyer as the weight of each size of the numerous articles specified is given. In their knives and razors they use Wardlow's very best quality English steel, and they claim they are equal to the best goods on the market, either English or American, as they are ground and tempered by expert mechanics.

EMIL GROSSMAN, 298 Broadway, New York City, have issued an extremely attractive catalogue for the season of 1904 covering their automobile accessories, illustrating and describing goods either manufactured, imported or controlled by them. The specialties catalogued they carry in stock in large quantities and varieties, and fully guarantee all of them, and the company state they will cheerfully exchange them if they should prove defective. Embodied in the above-mentioned catalogue are Continental lamps, generators and lamp sundries; horns for bicycles, motorcycles and automobiles; masks of all descriptions; spark plugs; tire valves; Shaw and B.B. adjustable jacks; Continental tires and Continental sundries.

THE R. BLISS MANUFACTURING CO., Pawtucket, R. I., established in 1832, are now issuing their catalogue No. 26 of 28 pages relative to wood Hardware and specialties; wood turnings of every description; mill supplies, and carpenters', machinists' and jewellers' tool chests. It is profusely illustrated, giving sizes and lists on each article. Their line of youths' and gentlemen's tool chests, they state, is practically new. The tools for each chest have been selected with great care as to kind and quality; some of the small and less important tools in the old lines, of which this line is a revision, have been discarded for larger and better ones. The boxes are made of selected chestnut, heavy and strong, with dovetailed corners, heavy black walnut mouldings, polished and finished with best grade of varnish, with bronze handles, and fitted with good locks and keys. For copy of catalogue address the above-mentioned firm.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have recently mailed to the trade a very attractive private mailing card exploiting their silica-graphite paint which is mixed ready for use. They claim for it that it was the first graphite paint made, and that it has excellent spreading capacity and durability, and also that it is the best preservative for steel and iron consruction.

C. W. DUNLAP MANUFACTURING CO., 108 Chambers Street, New York City, are sending out their 1904 catalogue No. 2 exploiting their kitchen Hardware, garden and mechanics' tools, containing 64 pages. All articles bearing their name stamp are guaranteed goods. They are made of the best material, and great care is exercised in the hardening, tempering and finishing. Should a defective article pass their inspection and the defect be developed by the user, the company state they will cheerfully replace the article if returned to them, without cost to the customer. Included in the contents are mincing knives, kitchen knives, cleavers, tack hammers, awls, ice chisels, slaw cutters, screw drivers, nail sets, gimlets, garden tools, etc., etc. A complete index is given so that reference to any desired article is made easy.

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NEW GOODS AND SPECIALTIES.

THE ALAVA LOOP "GAS SAVER" MANTLES.

F. A. Smith Mfg. Co., Rochester, N. Y., are placing upon the market through the Hardware and house furnishing goods trade, the Alava Loop "Gas Saver" Mantle, of which we present an illustration. This improved mantle is claimed to possess points of excellence that are new to this line of supplies. The loop as shown in the cut herewith is not of asbestos cord as generally used by mantle makers, but is made of "Alava," claimed as the same material from which

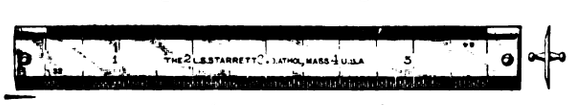


THE ALAVA LOOP MANTLE.

the ordinary gas tip is constructed. The manufacturers state that it is absolutely fire-proof and is sold under a guarantee never to break or burn off at the loop. The thread solution and process of making this mantle are described on page 2 of the catalogue published by the manufacturers, the only difference claimed being the Alava Loop Mantle is single weave. It is made in two grades, and our readers handling corresponding or similar goods should write and obtain the "trial order offer" made only to dealers, by which 100 "Alava" Loop mantles, express paid, will be delivered to a dealer on 30 days' trial.

STARRETT'S DRAUGHTSMEN'S SCALES.

This scale has tilting studs, so placed that each of its four corners, with different graduations, will come in contact with the paper by its own gravity when resting on said studs, with the back edge raised at an angle of about 30°. The



STARRETT'S DRAUGHTSMEN'S SCALES.

scales are graduated on each of their four corners in parts of inches as follows:

No. 405 10th, 40ths, 50ths, 100ths.
No. 405 10ths, 40ths, 50ths, 100ths.

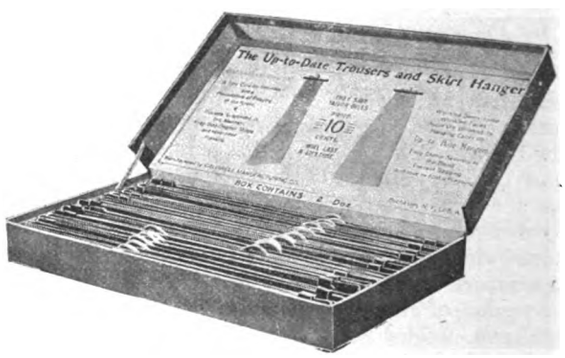
THE UP-TO-DATE TROUSERS AND SKIRT HANGER.

The Caldwell Manufacturing Co., Rochester, N. Y., are the manufacturers of the "Up-to-date" trousers and skirt hangers which are advertised elsewhere in our columns, and which have been on the market long enough to have achieved a popular success for an article of such undoubted utility. They have become a positive necessity in dwellings of modern con-



MODE OF APPLICATION.

struction, more than doubling the facilities of the closet room usually obtainable. Placed on the inside of the closet doors they occupy space not otherwise disposed of, leaving the rest of the closet for other garments not so readily provided for as those for which these convenient accessories are contemplated. When the door is opened they are right at the hand that wants them. We also illustrate the attractive display



THE UP-TO-DATE DISPLAY BOX.

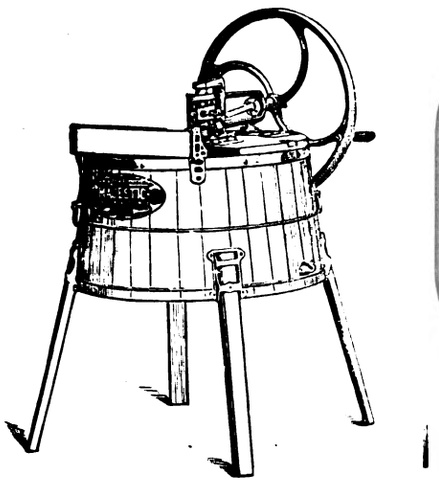
box furnished by the manufacturers which properly displayed in the store, makes the sale of this convenient article an easy matter. Our readers would find these a desirable addition to their stock of "all the year round" novelties. Catalogues and circulars regarding these and other specialties will be forwarded upon request.

THE "MAJESTIC" BALL BEARING WASHING MACHINE.

The Richmond Cedar Works, Richmond, Va., are the manufacturers of the Majestic Rotary Washing Machine, Ball Bearing, of which we give an illustration herewith, and which, it is stated, has achieved successful sales wherever it has been introduced. It is made from selected Virginia White Cedar, well seasoned. The tub is made extra large, the inside and bottom being fully corrugated. It is finished with a top galvanized flat hoop, and the middle and bottom hoops are electric welded wire hoops, that are sunk in grooves making it impossible for the tub to shrink or leak, as it is claimed the hoops cannot loosen or drop off. It is also claim-

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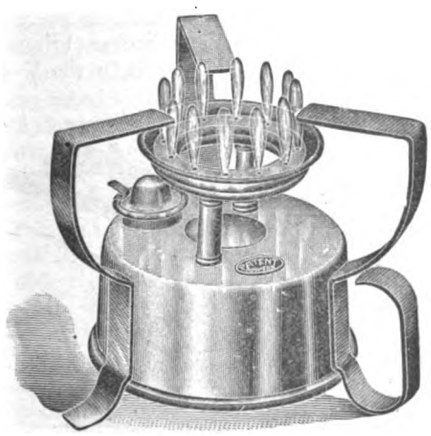
ed that as there is nothing on the inside to catch the clothes, the most delicate fabrics may be washed without injury. All castings are coated with aluminum, giving the machine a very handsome appearance. The ball bearings and the well balanced fly wheel provide additional points attesting selling merits which will be appreciated by the dealer. The Richmond Cedar Works are the manufacturers of a number of salable specialties in wood in addition to Washing Machines. It behooves the up-to-date dealer to ask for a catalogue which will be sent upon request.



MAJESTIC BALL BEARING WASHING MACHINE.

GLOGAU'S ALCHOHOL GAS STOVE.

Glogau & Co., 21 Quincy Street, Chicago, Ill., are the makers of the Glogau Alchohol-Gas Stove which has built up for itself a popular demand that attests its utility. It is manufactured from spun brass and is nickel plated making a very attractive specialty for ready sales for use in the sick room,

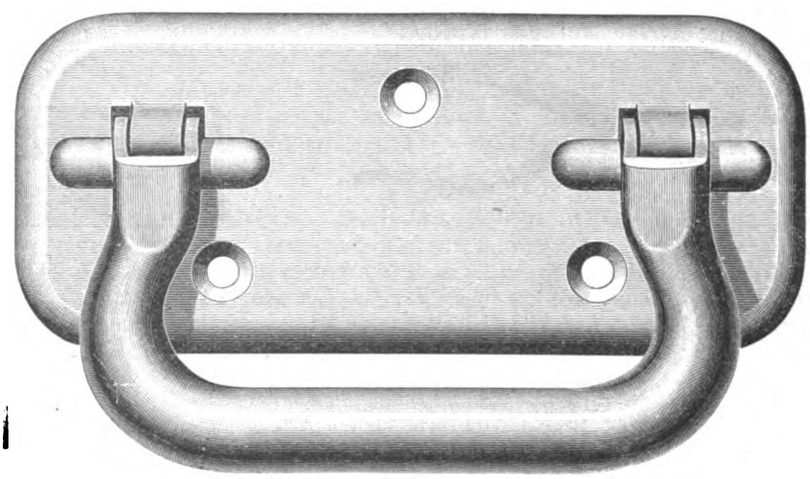


GLOGAU'S ALCHOHOL GAS STOVE.

nursery, chafing dish purposes, incubators and various other employments that will suggest themselves. Among its many advantages may be mentioned that it manufactures its own gas by vaporizing the alcohol used; it is portable, weighing about eight ounces; its wick is invisible and it is claimed never requires renewal; it will burn as steadily as a gas stove and is odorless; it is strongly made and will hold a vessel weighing 100 pounds, if essential. Circulars forwarded upon request.

WROUGHT STEEL CHEST HANDLES.

Sargent & Co., New Haven and New York, among the new goods shown in the recent supplementary pages to their catalogue, show a full line of the new and improved wrought steel chest handle of which we give an illustration herewith to show the style. It is manufactured from a heavy gauge of sheet steel, the entire handle being stamped with the drop perfectly rounded, forming a handsome addition to this line of goods. It is made in three lengths of handle, 3½, 4 and 4¾ inches long, and is made in the following finishes: japanned,

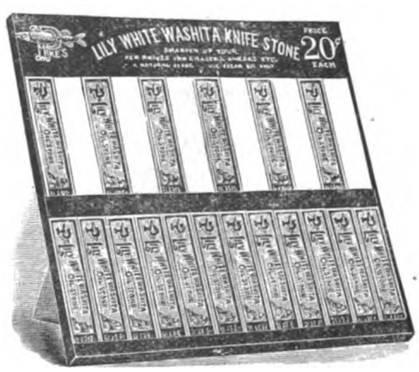


SARGENT'S WROUGHT STEEL CHEST HANDLE.

antique copper, bronze plated, dead black sand finish, and antique copper sand finish. They are marketed half dozen pairs in a box, and with the exception of the japanned, are packed with screws to match.

PIKE'S LILY WHITE POCKET STONE.

The accompanying cut illustrates a new line recently put upon the market by the Pike Manufacturing Co., Pike, N. H., consisting of two dozen pocket knife stones, made from their celebrated Lily White Washita grit, and put up in attractive display boxes for counter display. The stone is 3½ inches long, ¾-inch wide, and 5-16-inch thick, a convenient size and shape for carrying in the pocket, and of suitable size for



PIKE'S LILY WHITE POCKET STONE.

sharpening pen knives, ink erasers, scissors and all small tools. It is neatly labeled with a *facsimile* of the label which appears on the regular Lily White Washita oil stone, already familiar to Hardware dealers and mechanics in all parts of the world. The display box is strong, neatly printed and arranged with an easel by means of which it can be stood upon a counter or in a show window.

IRVINGTON FORGED STEEL TOOLS.

The Irvington Manufacturing Co., Irvington, N. J., for whom J. H. Graham & Co., 113 Chambers Street, New York,

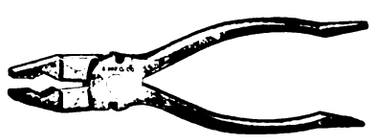


FIG. 1.

are the sole selling agents, are placing upon the market through the Hardware and supply trade a desirable line of warranted Forged Steel Tools embracing a number of special

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designs not usually found in the ordinary tool catalogue. We present a few cuts herewith that will partially convey the importance of their line. Fig. 1 shows their Gas Pipe Side Cutting and Button Plier No. 64, which is made in one length, 7 inches long, and in three styles of finish, Black, Full

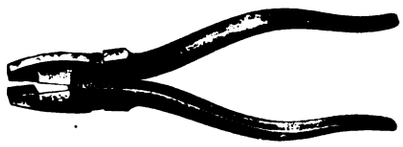


FIG. 2.

Polished and Nickel Plated. Fig. 2 is a representation of their Round Joint Side Cutting Plier No. 4, made in four sizes, 5, 6, 7 and 8 inches, and in the three finishes specified

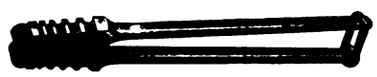
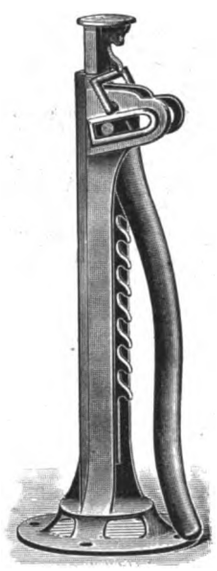


FIG. 3.

above. Fig. 3 represents their Combination Wire and Sleeve Clamp for lineman's use, No. 9, weighing 17 ozs. each; with polished head, black handle, and furnished with five holes for wire of 6, 8, 10, 12 and 14 gauge, and with 8, 10, 12 and 14 sleeve. The company claim that their Splicing Clamps and Combination Wire and Sleeve Clamps, of which they make a large assortment, are of the highest grade; being made of the best tool steel, properly tempered and with large clearance for insulated wire. They have an excellent catalogue which should be sent for by our readers.

COLT'S WAGON AND AUTOMOBILE JACK.

The Batavia Clamp Co., Batavia, N. Y., are placing upon the market Colt's Wagon and Automobile Jack, of which we present an illustration. This jack is strongly made of malleable iron, the hollow body is 1⅜ inches square with a six-

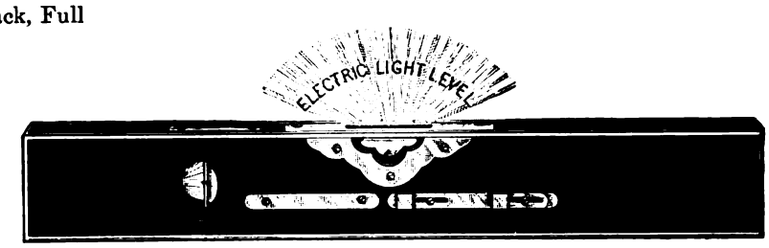


COLT'S WAGON JACK.

inch base and with a toothed bar 1¼x1 inch, and a lever on a movable fulcrum as will be noticed in the cut; as the bar is raised by lever it is caught by a bail ratchet. The jack, weighing but six pounds, is 15 inches in height when closed, and will extend to 27 inches; its claimed capacity is the raising of 1500 pounds. Further particulars furnished in catalogue sent upon application.

STRATTON BROTHERS' ELECTRIC LEVEL NO. 101.

R. O. Stetson, Greenfield, Mass., who has succeeded by purchase to the entire level business formerly controlled by Stratton Bros., is well qualified to manufacture the high grade production with which his predecessors have been identified, having been nine years in their employ. Among the levels that have revolutionized old ideas regarding this serviceable line of goods is the Electric Level No. 101, which we illustrate herewith. These levels are made in the same manner as the



STRATTON ELECTRIC LEVEL.

No. 1 B., so well known to the trade, with the addition of an electric lamp under the level vial and another over the plumb, so that when using a level in a dark corner the user doesn't have to light a match to obtain his information, he just "presses the button" and the light is produced just where it is wanted. The battery is in the base of the level; no parts project beyond the frame. It is made in three lengths, 26, 28 and 30 inches. Send for catalogue showing complete line.

THE EUREKA POTATO PLANTER.

The Eureka Mower Company, Utica, N. Y., are the manufacturers of the Eureka Potato Planter, an illustration of which accompanies this. The following description will give an idea of its great utility. The machine is mounted on two wheels of large diameter as will be seen by the cut, which occupy a position at each side and carry the planter steady. The potato hopper has a traveling bottom, and a self-acting governor operating in connection therewith, allowing only the required amount of potatoes to be carried from it into the picker box. There are two sets of picker arms, one on each side of the box mounted upon the same shaft, being so arranged that they enter the picker box alternately; first one enters and engages a tuber and forces the seed over to the other side of the box in the track of the other picker, then vice versa. This method agitates the potatoes and does not allow them to bridge over. Each picker brings over and outside the box the seed and drops it in the V of the shoe



THE EUREKA POTATO PLANTER.

which has opened the furrow. The depth of covering is regulated by a handy lever. The discs revolving each side of the furrow in the rear of the machine cover the fertilizer and potatoes. The machine is thrown in and out of gear by a little hand check upon the left hand handle. The handle check on the other side is for controlling the governor which operates the traveling bottom. A wire is attached to the handle check and a ⅜ inch round rod. This rod runs through the picker box (has a flat piece of steel fastened to it in the picker box) is bent downward; the wire should be attached down about half way. All the mechanism is operated by two large drive wheels through sprocket chain attachment. Its mechanism is extremely simple. All changes are quickly and easily made.

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OUR BRITISH LETTER.

(*By our Special Correspondent*).

LONDON, February 15, 1904.

THE FIRST I. F. A. EXAMINATIONS.

In my last letter I referred to the first examinations held under the auspices of the Ironmongers' Federated Association. The examinations, which took place in Manchester on January 21st, was an event of considerable interest. It was a novel feature in the annals of British Hardwaremen, and although but 21 candidates presented themselves before the three examiners, they were the advance guard of the future army of certificated ironmongers of future days. The candidates were welcomed by R. H. Smith, the popular secretary of the I. F. A. The examination scheme was propounded and the rewards open to competition held up before the ambitious gaze of those pioneers of the technical education contest. All successful candidates are to receive a certificate of merit and the winner of the most marks in the compulsory subjects is to receive a gold watch and chain of the value of twenty guineas, presented by the proprietor of the *Ironmongers' Chronicle*. Three hours of stiff work brought the examination of compulsory subjects to a close. A *viva voce* examination held in the afternoon included questions and practical tests in reference to actual goods displayed. The candidate's knowledge of the Hardware they are in the habit of handling was thoroughly sifted; their aptitude in serving shown and satisfactory assurance in general trade information obtained. The compulsory questions dealt with sixteen different sections of familiar features in Hardware retailing. Handwriting was regarded as necessary questions relating to calculations and mathematical problems met with in everyday commercial life were asked. Metal gauges, arears, measurements and usual sizes and weights of regular goods were inquired into. Candidates were asked to describe the technical construction of locks, latches, hinges and lamps. Tools were criticised and a familiarity with the uses of cabinet and wood worker's tools and machines was deemed necessary. Household and kitchen ironmongery was reviewed and candidates were asked to give descriptions and make up orders in all these departments. The optional questions were far-reaching and satisfactory answers meant additional honors and endorsements upon the certificates gained. In short, the entire examinations exhibited the skill of the organizers as well as the careful questions prepared by W. Cowell, Clifford Raworth and R. M. Iddon, the examiners. American Hardwaremen, although more advanced in association schemes and enterprises whereby the quality of their employees can be enhanced, cannot fail to be interested in this, the first real effort of British Hardwaremen to uplift the assistants and apprentices whose status has hitherto been too low and among whom there has been no dividing line. In the years to come we look forward to certificated assistants and those who have not attained that position.

EARLY SPRING TRADE.

Already British ironmongers are looking forward to early Spring trade and here and there progressive tradesmen's establishments are assuming an altered appearance. It is the "early bird that catches the worm," and so those Hardwaremen who are first in the field secure the first pickings of the business in early Spring goods. In agricultural districts wire netting, fencing, plows, cultivators and tools are given prominence. There are few localities where horticultural tools, garden spades and light goods needed in gardening operations are not required. Lawn mowers are now being bought and stocks made up. American lawn mowers have long been popular in this country and still sell side by side with those of British make.

LARGE SHIPMENTS OF AMERICAN MACHINERY TO SOUTH AFRICA.

The tales of large shipments of implements and machinery from the United States of America to South African ports are recognized as realities which British manufacturers must reckon with. The quick intuitive business acumen of Americans caused them to grasp the importance of being first in the field and there is no doubt that such prompt measures account for the results obtained. Despite the constant cry of "stagnation of trade" orders are being booked for large consignments of implements and machinery as well as building material. South Africa must develop, and although Great Britain naturally expects a large share of the new trade, the progressive Yankee cannot be kept out. Although the progress of settlement and the spread of town life must be comparatively slow the need of agriculturists is immediate. As soon as land is occupied cultivating implements and machinery are required. English makers are sending many shipments to the Cape for distribution. but the results of recent visits to several large London shipping firms reveals the fact that a very large portion of the indents include specified implements and machinery of American make.

BETTER CRAFTSMEN WANTED.

I have referred in previous letters to the present tendency to encourage craftsmen in the study of their arts and to induce British workmen to take greater interest in their work. The movement has been taken up with spirit in several directions. The Courby Tin Plate Workers Company recently awarded diplomas to five apprentices for their faithful services and the satisfactory manner in which their apprenticeship had been conducted. The Guild required practical evidence of good workmanship. One of the successful aspirants for the diploma produced a milk saucepan, the rounding of the outer vessel being beautifully executed. A bottle jack screen was much admired, and a chafing dish with circular copper box made to contain an iron heater, received the keen appreciation of the inspectors. The Plumbers Company regularly give great attention to competency and take care that all the applicants for certificates shall be fully competent to handle plumbers' tools. The Furniture Trades Exhibitions, Ltd., announce their intention to hold examinations in workmanship at the forthcoming exhibition at the Agricultural Hall, Islington, next month. Although the Ironmongers' Federated Association has not yet instituted any scheme of certifying the competency of workmen in connection with their examinations in practical and technical Hardware proficiency, doubtless it is a feature bound to come in the near future. Until quite recently ironmongers were content to employ workmen who possessed but little technical knowledge. Many of these were clever workers and understood results better than cause and effect. They worked by "rule of thumb" and knew nothing of the application of science to their efforts; they were like operatives of a century ago before the introduction of machinery. Manual labor with the aid of primitive tools performed wonders, but it could not keep pace with the introduction of tools of modern types. American tools—light and handy—labor-saving and automatic machinery and the knowledge gained in modern technical schools have marked the speed of onward progress and forced associations, societies and ironmongers who employ labor and even the general public to draw the line between ignorant and intelligent workmanship and have forced to the front the reward of good craftmanship.

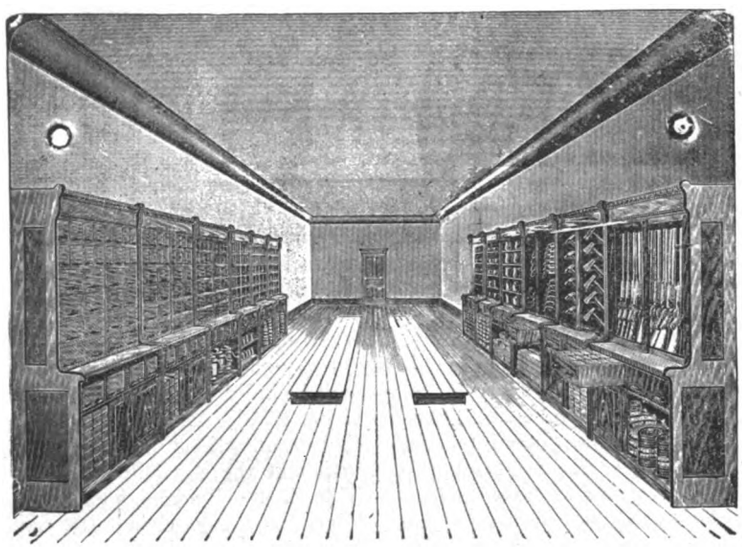
SUNDAY TRADING.

The question of Sunday trading has been under the consideration of traders and shop keepers in Manchester lately. A Sunday census revealed the fact that no less than 7,000 shops were open in that city alone on Sundays. The same thing applies to other great cities in this country and Lord Webury and others are determined to put a stop to it. The Acts of Parliament applying to this question are mostly very ancient and an effort is being made to draft a new bill by which older regulations can be made applicable to modern conditions. Few ironmongers indulge in this questionable means of getting a livelihood, but some small traders who are quite ready to divert business to themselves and when shops are opened, ostensibly for other purposes, are available for the purchase of many Hardware sundries which ought to have been bought in the usual way from ironmongers, who are thus robbed of their lawful spoil through their practice of the letter and spirit of the laws of Christian England.

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WARREN'S "CHICAGO PATTERN" STORE SHELVING.

Among the new applications of the Warren patent Hardware Shelving, the newest and destined to be the most generally used is the "Chicago Pattern," of which we present an illustration showing how desirable and fit is this latest development of shelf art. The illustration of the Warren "Chicago Pattern" shelving consists of sections for either 25 feet on *each* side of the store, or 50 feet on one side. It comprises their latest designs in shelving, combining base and cabinet, made in units so as to allow of perfect arrangement and adjustment according to wall space or the demands of stock. The sections correspond in size, being 85½ inches high, 51 inches wide, and 15⅜ inches deep in the upper portion and 20 inches at the base, thus permitting the shelving to be arranged or added to at any time with the assurance that the additional cabinets will fit perfectly. The outfit is complete in every respect and contains all the different styles made in our Chicago Pattern Series, the workmanship being equal to any shelving produced by the J. D. Warren Manufacturing Company.



WARREN'S "CHICAGO PATTERN" STORE SHELVING.

This Series has been made to meet a popular demand for a practical, every-day, up-to-date style of shelving for Hardware stores, the price being less than could possibly be made by any planing mill or home carpenter for shelving of similar form. Each section has the choicest white oak exterior, with soft wood (usually poplar), interior covered with high-grade varnishes and made with the same care as our higher priced shelving. All the drawers are made with raised bottoms and of wood throughout, experience having shown that metal drawers "buckle, bulge and scrape," thus making their operation difficult, while contact with these surfaces cause injury to the sharp points of tools, such as bits, augers, chisels, etc.

If the entire equipment is not desired, illustrations of the individual cabinets will be sent on request. The cabinets are finished complete ready for service the moment they are placed in position. This outfit is made at a price within the reach of every merchant and provides a place for all classes of goods. It adds to the beauty of a store and its appearance will draw additional trade. Experience has shown that the Warren cabinets pay for themselves the first year.

THE HUGE CRAIGMONT CORUNDUM MILL.

Ontario Now Becomes Chief Source of Abrasive Supply.

G. A. Overstrom, a prominent Swedish mining engineer, says the Toronto *Globe*, is at the King Edward, having come to Toronto from Craigmont, Renfrew County, where he has been supervising the erection of the large mill that the Canada Corundum Company has erected at that place.

Mr. Overstrom states that this mill, which is virtually completed, and which is now in operation, is larger than any ore concentrating mill in British Columbia, or, indeed, in Canada. Its initial capacity will be 300 tons per day. He states that in ordinary concentrating mills a 70 per cent. concentration is sufficient, but with corundum it must be got about 98 per cent. pure, and this necessitates a mill almost twice the size of what would otherwise be necessary.

The mill has been built on the unit system, and its capacity can readily be increased to four or six hundred tons, with very small expenditure. The capacity of the crushers already installed is much over this amount. The ore is blasted out in large masses, and to save breaking this down with hammers, a giant crusher has been installed which has a daily capacity of from 800 to 1,000 tons, or more than an average trainload. From this crusher the corundum-bearing rock is automatically fed to three other crushers that reduce it to about an inch in diameter. From these crushers it travels to six sets of crushing rolls that reduce it until it is fine enough to concentrate. These rolls were especially designed by Mr. Overstrom and G. F. Bartlett, the superintendent of the Canada Corundum Company, and are the most striking feature of the mill.

Mr. Overstrom says they are the heaviest and most powerful ever built in America, and they have several new features for which patents have been applied for. Their weight exceeds that of the crushing rolls of the great Anaconda mill of Montana by several tons. These rolls, like most of the other machinery, are already in position, and some idea of their power can be gained when one is told that a stick of hardwood that was let go through them came out almost like a sheet of paper. From the rolls the ore goes to sets of revolving screens and is fed on to three rows of concentrating tables. There are twenty-eight of these, and they have a capacity of from 10 to 15 tons each. They separate the corundum from the rock by means of the difference in specific gravity. Any corundum that is not pure corundum is carried into bins, where it is allowed to drain. The concentrating process is a wet one, and thousands of gallons of water will be constantly pumped all through the mill.

After having drained, the corundum is carried by a conveyor to a separate building, known as the grader building. Here it is dried, carefully sized and put into 100 pound duck bags, ready for shipment. The daily output of the mill will be worth from $2,000 to $3,000.

A tramway runs from the mill to the company's wharf on the York River, and during navigation the boats make daily trips to Barry's Bay on the Canada Atlantic Railway.

The mill is built upon the hillside. The ore from the quarries goes in at the top and gradually works its way down by gravity until it comes out as a finished product at the lower end.

Mr. Overstrom says that the Craig Mine is not, properly speaking, a mine at all, but an open quarry, or, rather, a series of quarries. The last blast he witnessed blew down probably between 3,000 and 4,000 tons. He says it is somewhat remarkable that there should be such a large amount of ore exposed to view, but that he has seen a deposit of magnetic iron ore in the north of Finland that probably equalled it in size. The company has a deposit farther up the York River that is also very large, but the other deposits Mr. Overstrom has seen are comparatively small. There are several small deposits on the Madawaska River below the Palmer Rapids, on which the company now has a couple of gangs of men doing some development work. Some of the crystals of corundum in the deposit farther up the York River are deep blue and almost transparent enough to be called sapphires. At the Craig Mine some of the crystals are of red color, but they are quite opaque, and he thinks there is little or no chance of any being found that will be clear enough to make rubies. The corundum in the small deposits below the Palmer resembles Craig Mine corundum and no rubies are likely to be found there either.

Four years ago, what is the village of Craigmont was bush. It now has a population of about 400 people, and is lit up by electric lights. In years to come ore could be cheaply brought by an aerial tramway from the smaller deposits below the Palmer Rapids and from the York River deposits.

Mr. Overstrom thinks that Ontario will soon have as commanding a position in the production of abrasives as she has in the production of nickel.

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NEBRASKA RETAIL HARDWARE DEALERS ASSOCIATION.

The second annual convention of the Nebraska Retail Hardware Dealers' Association was held at Omaha, Neb., on Tuesday and Wednesday, February 9th and 10th.

TUESDAY AFTERNOON SESSION.

The convention was called to order by President C. A. Peterson at 2 P. M., who with a few preliminary remarks introduced the Mayor, Frank E. Moores who delivered a brief address of welcome which was responded to by C. K. Lawson of Hastings in a few well chosen remarks.

President Peterson then read his annual address as follows:

ANNUAL ADDRESS OF THE PRESIDENT.

It is with extreme pleasure and satisfaction that I am permitted by good fortune to extend to all my greeting and congratulations on this third annual meeting and upon the conditions that have made it possible.

The seeming interest displayed by our members as evinced by the attendance is conclusive evidence that these annual gatherings are eagerly looked forward to with the consciousness of self betterment and business helpfulness, and where we can congregate together and enjoy the hospitality and social intercourse of brother retail Hardwaremen, and to exchange business ideas and go home feeling within



J. C. CORNELL, PRESIDENT.

us that we have been benefited, resting assured that the next year will be full of good things and increased prosperity.

The value of business friendship and business intercourse cannot be estimated. The better we know each other, the more we are acquainted with each other's business methods, the more will these be conducive to a more harmonious understanding and business friendship. I am sure that all who attended last year's meeting at Lincoln came away feeling greatly enriched by the many things of business importance there heard spoken by our successful brethren and fellow Hardwaremen and departing with a heart full of tender mercies for our immediate competitors.

The purpose of commercial organization is not solely a mercenary one or one to maintain better prices or increase the volume of business, but has its social and moral part—a part which will bring into being and stimulate our better natures—a part which reminds us that we must be friends and sociable in all our business relations though we be competitors—a part which will remove all distrust of our fellow Hardwaremen and dissipate the last vestige of unfair methods to get trade and prestige.

Some are inclined to think that war is a necessity between competitors. I refuse to believe this, but believe as it was once said, "War is hell," and that the warriors are the only losers. Though business wars seem inevitable betimes, it can be averted by a conscientious regard for the right and a feeling of brotherhood towards our fellow men.

By all reports the ensuing year is to be a prosperous one for the Hardware trade and let us all make hay while the sun shines and take care that in the end the ends will meet. Let us uphold our glorious state; let us spread her worth and let us push our association to the betterment of all concerned.

Our secretary should be commended upon his work, which has surely been a burden upon him, as his own business at home demands his attention. I surely feel greatly indebted to Mr. Hall for his work during the past year, while I have been your president, and sincerely hope that the association may always be blessed by such a secretary.

With many wishes for the welfare of this association and hoping that all may do all in their power to foster the interests of this association, I bid the association godspeed and the retail trade an unprecedentedly prosperous year.

President Peterson, at the conclusion of his address, announced the appointment of the following committees.

Entertainment Committee—Nathan Roberts, Omaha; C. F. Schram, Omaha, Nebraska; Morris Hussie, Omaha.

Press Report—Milton Rogers, Omaha; L. E. Peterson, Wayne; L. F. Holloway, Fremont, Nebraska.

Finance—Max Uhlig, Holdrege, Neb.; V. L. Fried, Oakland; L. Pettingill, Omaha.

Resolution—C. H. Rudge, Lincoln; A. E. Lind, Newman Grove; J. C. Cornell, Ord.

Question Box—Nathan Roberts, Omaha; Ed. Kenzel, Wisner.

Reading of the roll call was postponed until the Wednesday morning session. The president suggested that the meeting be opened for a short time for a short discussion, when the importance of the Commercial Traveller as a factor in trade and traffic was ably handled by H. Vieth of Lincoln; F. D Kees, of Beatrice; Charles Smith, of the Charles Smith Company, Chicago, and W. M. Glass of the Lee-Glass-Andreesen Hardware Company, Omaha. The president then appointed Albert Dagner, of Norfolk, as sergeant-at-arms, and C. J. Jacks, of Tekamah as his assistant. The convention convening in executive session, listened to the reading of the minutes of the previous convention, after which a paper on "Insurance" by H. J. Hall, of Lincoln, was read and fully discussed. The meeting adjourned at 5:30.



C. W. MORTON, EX-PRESIDENT.

TUESDAY EVENING

was devoted to participation in an excellent banquet provided to all the visiting dealers, by the members of the association and the jobbers of Omaha The occasion was made a most congenial and sociable affair in which nearly 200 participated and thoroughly enjoyed the opportunity. W. S. Wright of Wright & Wilhelmy Company, ably acted as toastmaster, and after welcoming the guests to the city, introduced as the first guest speaker, H. M. Bushnell, who responded to the toast of "Our Fair State." The next toast

THE TRAVELLING MAN

was responded to by Henry Vieth, who was followed by F. D. Kees, of Beatrice, on

ANY OLD SUBJECT

who in the course of his remarks said:

Mr. Toastmaster and Gentlemen: When I received Mr. Roberts' letter asking me to say a few words to-night and asking me to choose my own subject, I felt very much like an Irishman who was helping to dig the subway in New York City. He was returning from his work with a friend one evening and they stopped before a jeweller's window. This was brightly lighted and filled with a dazzling display of diamonds and other precious stones.

"Ain't thot foine?" said one. "How would you loike to have yer pick?"

"B'gorra, Mike," said the other, "Oi'd rather hov me shovel."

So I did not pick out any particular subject, but will give you a No. 6 scoop full of thoughts which have come to me during this meeting.

* * * * * * * * * *

This association would pay if we did nothing more than meet old friends and form new friendships.

It is a good thing for men in the same line to get together and discuss ways of conducting business, and to organize for their common good. A Hardwareman is very much like a Hardware stock. Every stock contains some old goods which take up shelf room, and are val-

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uable only for the experience they represent. I wonder how many of you are without a few dozen of "Attwell burglar-proof sash locks and ventilators."

There is also a danger that a man's ideas and business methods may become shelf worn, but he will not realize it unless he finds out what the other fellow thinks and how he does business. Our yearly meeting is the great opportunity for this interchange of thought, and the dealer who stays away makes a great mistake. I am very glad that I came.

Euclid Martin responded to the toast

REMINISCENCES BY A HARDWARE MAN

as follows:

Gentlemen: The toast assigned me by your committee of

REMINISCENCES OF A HARDWARE MAN

might be termed a misnomer, and a more appropriate toast might be the "Wandering thoughts of an ex-Hardwareman." I presume that Judge Wright in having me assigned for this toast expected that I would confine my remarks to Hardware reminiscences, but I shall first give you some information with reference to our genial toastmaster that has heretofore been known by but few people, if any. Everybody in Omaha recognizes this gentleman by the cognomen "judge," and every one admits that the title fits the man and that the man becomes the title, but as to just why he is entitled to wear this handle to his name has never been made public. Most people in this community, and I presume the same is true of you gentlemen, think that Mr. Wright has always been in the Hardware business, but this is not a fact. It is true that Judge Wright has been connected with the Hardware business of Council Bluffs and Omaha for the last forty or fifty years, but previous to this he was a minister in Maine, and a judge in Montana, and it was while filling the duties of the former position that he acquired the benign countenance which he wears so gracefully, and it was while presiding over a mock court in the State of Montana, somewhere near Helena or Butte, that he gained notoriety from a judicial standpoint by always being able to tell the difference between gold and copper. But as to the reminiscences of a Hardware man.



N. ROBERTS, OF EXECUTIVE COMMITTEE.



FRANK HACKER, OF EXECUTIVE COMMITTEE.

A little over thirty-six years ago I left my father's farm in central Illinois and acquired a working interest in the Hardware store of Burt & Bell, at Minonk, Ill., a village at that time of less than 500 inhabitants. My partners were both middle-aged men, and one of them, having other interests, did not give any attention to the Hardware store. The remaining partner was a heavy, corpulent man, who was entirely willing that I should at once assume all of the responsibility connected with the business. I was permitted to sweep out the store in the morning about 6 o'clock.

PHYSICAL CULTURE EXERCISE.

Immediately after breakfast I was allowed to proceed to the polishing of stoves, which, by the way, at that time was a more difficult process than that which maintains to-day, and next to golf I consider it one of the greatest physical exercises known, and is second only to golf perhaps in the fact that it is not so clean. After the physical exercises were ended I waited on customers during the day and kept the books at night; thus a responsibility was thrown upon me that was very beneficial, although the life was rather strenuous.

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HIS FIRST HOUSE TO APPRECIATE.

The first of whom I bought goods was Miller Bros. & Keep of 55 State Street Chicago Ill., where they remained in business until the great fire of '71, after which they resumed at 19 Lake Street. The head of this concern was A. R. Miller, a large, fine-looking man with gray hair, appearing to me at that time to be past middle life and fulfilling my ideas of a first-class business man. This firm remained in Chicago until something like twenty-two years ago, when they closed their business there, and the next I heard of A. R. Miller he came to Omaha and arranged to go into the wholesale Hardware business, rented a building located immediately east of the Millard Hotel. Coming on a little later to make final arrangements, Mr. Miller was accompanied by his invalid wife, who, while here, was taken sick and a doctor was called (and, by the way, he must have been a poor one), who advised Mrs. Miller that she would not be able to have health in this climate. This to Mr. Miller was a command to leave Omaha, which he did at once, and soon thereafter opened a wholesale Hardware store at Minneapolis, where he was in business some years. His venture there was not altogether successful, and I next heard of him when calling upon the firm of Wells & Nellegar, Chicago, as being on the road selling some specialties, and for the past five years one familiar with Omaha would no doubt have seen a large, fine-looking old man with splendid face about 80 years of age canvassing the wholesale merchants with sample case in hand, going from one store to another, and this is A. R. Miller, thirty-six years ago one of the most successful merchants in the city of Chicago.

THE GRANDEST ROMAN OF THEM ALL.

Chicago has produced many successful Hardwaremen, some of them have passed to the beyond, others have grown rich and are living in comfort, but the grandest Roman of them all is A. R. Miller. The first travelling man that came to see me for the firm of Miller Bros. & Keep was a small, thin, dudish-looking fellow, who came into the store one morning just as I had finished my golf exercise in blacking stoves, wearing an immaculate pair of gloves and a silk hat, a rather exasperating picture for a stove polisher to look upon, but I soon discovered that Mr. Nellegar was a good Hardwareman and a good fellow, and I continued to buy goods from him for a number of years. He left the road, went into business for himself and is now the junior member of the firm of Wells & Nellegar, the second largest Hardware store in Chicago, a city that at one time boasted of many great concerns, among them Hibbard & Spencer, Wm. Blair & Company, Seeberger & Breaky, Markley & Alling Company, Miller Bros. & Keep and others.

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HARDWARE BUSINESS 35 YEARS AGO.

Business thirty-five or thirty-six years ago in a Hardware store was conducted about as I presume it is to-day. I distinctly remember the kinds and prices of many goods sold at that time. I remember that the carpenter would have no hammer but the Maydole, no saw but the Disston, and that the blacksmith would buy no horseshoe but the Burden, but I doubt if implement men have made as much progress as Hardwaremen in the conduct of their business.

* * * * * * * * * *

He was followed by Frank H. Dunlop, who responded to the toast, "People That I Have Smiled With," and told several humorous stories.

The next toast, "The Present and Future for the Hardwareman," was responded to by Morris Hussie, who told some anecdotes and made a neat address.

H. J. Hall created considerable merriment by going through a pantomime in responding to the toast, "The Ladies."

F. W. Judson responded to the toast, "The Metropolis of Our State."

L. G. Susemihl told some humorous stories and sung a song from "Robin Hood."

Lloyd Scruggs entertained the audience with some juggling. At 11:15 the audience, after singing "America," adjourned.

WEDNESDAY MORNING SESSION.

The meeting was called to order by the president at 10 A. M. An opportunity was given for registration and payment of dues. The meeting resolved itself into an executive session, and the first in order was the presentation and acceptance of the following report of H. J. Hall of Lincoln:

SECRETARY'S REPORT.

As secretary of the association, I believe it is incumbent upon me to embody in this report not only such matter as we have traversed

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during the past year, but also to emphasize such items as have come under my observation in the execution of the duties of secretary, which seem to me most beneficial to the interests of this organization.

Other and similar trade associations are making rapid strides along their work of mutual promotion. The lumbermen have members in almost every town in the State; the implement men are also equally as well represented; they have added such features as insurance, local organization in various counties and towns and employ a secretary who devotes his entire time to the work. I feel that the Hardwaremen will be true to the reputation which they hold as progressive business men and adopt features which will advance the interests of jobber, retailer and consumer. There is only one way by which we can hope to accomplish results and that is by considering these subjects at our annual meetings and taking definite steps toward permanent development of these various lines.

I shall not review the subjects of which you are all familiar, the parcels post bill, insurance matters and other questions being discussed and disposed of at their proper time on the program, but will briefly give you a few facts concerning association work and will then take up the plan which I have outlined for future action.

URGES NEW MEMBERSHIP.

During the past year I have sent out several letters to all the dealers in the State urging them to join. A few responded, but the Hardware dealers are not flocking to the association as they should. We must prove to the Hardware dealer in every town in the State his needs of the association more than the association's need of him if we wish to get them interested. Our membership will include every dealer if the committee appointed to consider this plan presents same and receives your approval. A few of the first members have dropped out, while many new ones have been added. This we expected, and the total result shows an increase which is encouraging.

The program, which was the first of the kind we have issued, entailed a great deal of work. Net receipts will be about $100 after all expenses of program are paid. If we had decided to issue a program of this character earlier, the results would have been considerably larger. The letters received from prospective advertisers asking for space if we intended issuing the program caused us to undertake the work at a late date.

The correspondence in the office during the past year has been heavy, and the largest item of expense is for postage.

PERSONAL LETTERS EFFECTIVE.

I have requested members to write personal letters to many non-members, and this has been productive of results; it is, however, asking much from members without apparent returns for their efforts. We propose to have every effort from now on show some result.

Many of the members have sent in complaints, sometimes against the jobber, and also against the manufacturer; in all cases these matters have been given prompt attention, and in most cases adjusted in a matter entirely satisfactory to the complainant. I may find it necessary to call on some of the members who are present and ask them to give their statement of the benefits of the association in matters of this kind.

* * * * * * * * * *

I wish to thank the members for the support and co-operation they have given me during the past year as secretary and to express my gratitude for the honors conferred upon me. In turning over the office to my successor I shall be glad to see him take up the work, and with the united assistance of each officer and member, bring about results which will place the Nebraska Association at the head of our State organizations. The Nebraska Association must grow, and every dealer in the State seek to become a member, and that harmony, sociability and friendliness will exist among the united retail Hardware dealers is my earnest desire.

In conclusion I respectfully ask the members at this meeting to appoint a committee who will take up the subject as I have briefly outlined it and make a report before this convention adjourns.

The matter of employing a secretary and the detailed work can be left in the hands of a committee. In this connection I would suggest that the secretary of the insurance committee be the secretary of the association, and that the same treasurer of the insurance company can act as treasurer of this association. This committee can also confer with the committee on insurance, and their report submitted for consideration.

By this plan of organization you can see how the dealers in the State can be interested in the State association; also how the subject of insurance can be brought to their personal attention and the two, local and State, organizations can go hand in hand, which will certainly result in the hoped-for organization of the State.

It means more work for all, with corresponding results, and less work for the few.

M. L. Corey, Secretary of the National Retail Hardware Dealers' Association then delivered the following

ADDRESS

from which we give a few excerpts.

* * * * * * * * * *

I want to say a word in regard to your banquet last night. It was one of the most agreeable functions that I ever attended. Everything was arranged in the most praiseworthy manner. I wanted to say something, as I was on the program, but I was afraid if I talked last night I would not be able to say anything to you to-day. When you were calling last night, I was in sympathy, especially with those in the back part of the room. When Brother Veith was talking, I thought his story was one of the best things I ever heard; it reminded me of a little story which I am going to tell.

REFUSED TO COME BACK.

I was on a train one day over in Iowa, and we did not seem to be getting anywhere; we had been poking along all day, and a Dutchman got on the train, and he did not have any ticket. The conductor came along and says to him, the fare is 35 cents. He says, no, it is 25 cents. The conductor says, we charge you 10 cents extra when you do not get your ticket; he wouldn't pay it, so they put the fellow off; after he had been put off the train he run ahead, and started to walk up the track, and the engineer blew the whistle. The fellow turned around and says, "Whistle all you want to, I won't come back."

HARMONY AND PROGRESS ALL ALONG THE LINE.

I want to say to you gentlemen as one of the officers of the National Retail Hardware Association, that we have met harmony and progress all along the line. This year will show more new members than any in our history.

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THE PARCELS POST BILL.

You ought to write to your congressman to oppose that bill because it is strictly class legislation, because it will save the catalogue houses more money in a day than it will save all the Hardware dealers in this whole country in a year. You might say it was a broad assertion, but I am told it will save the catalogue houses in Chicago half a million dollars in a single year in sending out their catalogues.



EX-VICE-PRESIDENT W. T. COLEMAN.

All the farmers on earth in this country would not receive that much benefit, so it is not in their interests, and yet the parcels post people tell us that the catalogue houses are all against this bill. It does not look reasonable: at any rate we do not believe it, and it is not the first time we caught them in a lie. We want you to write to all of your congressmen and straighten him out so that he will oppose it; they say to the senators and congressmen if you oppose this bill you will never go back to congress. This is the argument they are using in their speeches, literature and letters that are being distributed to the farmers; they are trying to get the farmer against you.

This is the great danger. The government should not come in competition with its people; it should not go and force the express companies out of existence, because it might just as well go in and force the Hardware dealers out of business; in entering in competition it will help one class at the expense of another. It is something you want to think about. There is another proposition before congress that we feel like encouraging, and that is good roads. We would like to help the farmer to get it. I feel different from some people. I cannot see why your interests and the farmers are identical. You help the town in which you live, and you are helping him. If he makes money on his products I would never say anything to them, but whenever you keep still, they would naturally say that those statements are true, you cannot tell a man all the time that you can sell a man goods lower than he can buy them. The fellow is going to believe it. That is the position the retail Hardware dealers are in to-day. They are afraid to talk with the farmer. What is the best thing to do? I think we should be more pronounced in our views. They are trying to array the farmer against the merchant all over the country, like the catalogue houses are doing it. The agricultural papers are doing it.

The chair appointed the following nominating committee for the selection of officers for the ensuing year:

L. Pettingill, Omaha; F. D. Kees, Beatrice; F. A. Dean, Holdrege; C. H. Rudge, Lincoln; C. K. Lawson, Hastings.

The president then appointed the following committee to consider the secretary's report:

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E. Hoppe, Lincoln; M. A. Harglerode, Holstein; Nathan Roberts, Omaha.

At this point discussion was in order, and then followed the report of the recommendations of the nominating committee of the new officers, who were unanimously elected, the secretary being authorized to cast the ballot as follows.

President—J. C. Cornell, Ord.
First Vice-President—F. D. Kees, Beatrice.
Second Vice-President—Max Uhlig, Holdrege.
Third Vice-President—A. Degner, Norfolk.
Secretary-Treasurer—H. J. Hall, Lincoln.

Mr. J. C. Cornell, the newly elected president, responded to calls for an address as follows:

Gentlemen of the Association: I thank you very heartily for the compliments which you have paid me in electing me an officer of one of the best Hardware dealers' association in the United States, and it is certainly an honor to me, and I assure you I am proud of the same, and with the assistance of the brother officers and with the same assistance from the members, we shall try to become not only one of the best but the best retail Hardware dealers' association in the United States. Gentlemen, I thank you.

THURSDAY AFTERNOON SESSION.

J. F. Goehorn of Seward delivered a paper on

WHAT WE KNOW ABOUT LOCAL ORGANIZATION

which was presented in a manner which gave evidence of much thought having been given to the subject and was well received. Max Uhlig of Holdrege followed with an address on

OUR COMPETITORS AND OUR PROFITS

from which we extract the following:

* * * * * * * * * *

Competition is the life of commerce, the germ which works the leaven of success, a factor of complexities now as ever before.

We meet competition with a glad hand because it inspires effort, stimulates energy and keeps one from getting into a rut. Then we face circumstances just as they are and go one better, with an eye on the "jack-pot."

We scowl at competition when it antagonizes and engenders bad feeling.

It seems even dangerous when the local dealer must meet the competition of organized capital combinations and trusts.

LIKE A GAME OF CHECKERS.

We recognize our competitor as one who is selling the same line of goods. We are rivals and opponents, both striving for the same common object, which I will liken to a game of checkers. The game is no game unless one wins out, and as we play game after game, the interest broadens and develops. We find it is of no use to get angry and become passionate. One fellow can't always win unless he is a master hand.

Much of the pleasure derived from business is found in the profits, the result of employed capital, also in the effort to increase and build up trade. Both of these factors can be counted as practical results, but we have other profits which are not practical but which are great factors also—namely, influence and superior standing.

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COMPETITION LESSENS PROFITS.

Where there is a good deal of competition and the gross profits on sales are at the lowest, it generally requires that four times as much be sold yearly as the stock of goods kept amounts to, to make the business profitable.

Suppose the gross profits to be fifteen per cent; four times this will be sixty per cent., which if stock is $10,000, will give you a total profit of $6,000.

If the stock can be turned over this often at this profit, and the aggregate of profit is enough to cover expenses and leave a net result sufficient to satisfy the dealer, then the problem is solved.

The oftener the stock is turned over, the cheaper the dealer can sell his goods. If he can sell five or six times the amount of his stock in a year and makes relatively as much profit on his sales as when he only sold three times his stuff, his net profits will be largely increased.

COSTS MONEY TO DO BUSINESS.

The marked cost on the goods should not only be the prime cost of invoice, but should include freight as well as the per cent. it takes to do business, or else there is a loss of profit.

Should a contingency arise in competition when one opponent might sell one or more articles at less than actual cost, it would be advisable to displace them from your stock until he either finds out his mistake or goes out of business. It would be utter folly to follow his lead. Such competitors generally enjoy but a brief business career.

* * * * * * * * * *

I go after profits as Grover Cleveland goes fishing. I cast my net down in deep water and I make sure there is no leak to let the small fry slip through. I never worry over fish I don't catch; I simply recast my net with redoubled effort.

Conditions are constantly changing and competition feeds more and more on the margin of profits. Then I look up new lines of trade, introduce new lines of goods, rearrange attractive window displays and expand to meet the individual condition.

The meeting was then addressed on legislative matters by Secretary Cunningham of the Nebraska Grocers' Retail Mutual Fire Insurance Company. The Insurance Committee reported, and action was held as executive matter.

The Committee on Resolutions then reported, among a number of others, the following:

Whereas, The State of Nebraska has the reputation of being the most hospitable State in the Union, and whereas in the retail Hardware and jobbing business in the city of Omaha live the best entertainers that ever crossed the Missouri River; be it

Resolved, That we, the Retail Hardware Dealers' Association of the State of Nebraska, extend our Omaha Brethren our sincere thanks for the elaborate entertainment they have so generously shown us and extend to them our best wishes for much happiness and success.

Whereas, we realize the beneficial results of the conference held last May in Philadelphia between the officers of the National Retail Hardware Dealers' Association and the officials of the National Hardware Association, also the thorough understanding of our position as opposed to the parcels post bill, as demonstrated by our President Bogardus and Secretary Corey at the sessions of the American Hardware Manufacturers Association, and the National Hardware Association at Atlantic City last November, therefore, be it

Resolved, That we endorse the action of the officers of our National Association in both of these conferences and believing as we do these conferences tend to a better understanding between manufacturer, jobber and retailer, and closer relations commend our national officials to confer with manufacturers and jobbers as frequently as practicable.

C. H. Rudge of Lincoln read a paper on

NECESSARY FACTORS FOR SUCCESS IN RETAIL BUSINESS

speaking in part as follows:

Mr. President and Members of Nebraska Retail Hardware Association: It is with much reluctance and only after a good deal of persuasion of our secretary that I have consented to give you my limited knowledge of a few of the necessary factors to make a retail Hardware business successful.

* * * * * * * * * *

DISCRIMINATION NEEDED.

One of the first things to consider is in buying the right kind of goods and buying a class of goods that you can build up a reputation on. If you wish to be successful, you should have the reputation of having the best goods in your line in your city. And much care should be taken to secure a line that you can tie to and stay with, and not be buying promiscuously from every jobber or factory that comes along. Take, for example, your stove line. I know of some merchants in this State that carry from three to five lines of stoves. I believe this is a mistake, for I do not think any dealer can handle any more than one line of stoves and do justice to himself, leave alone doing justice to the company he buys from.

CONFESSES HE IS A ONE LINE MAN.

I have been in business in this State for nearly eighteen years and practically have handled one line of stoves, one line of refrigerators, one line of furnaces, one line of table cutlery, and with the exception of some four years, one line of Builders' Hardware. I might mention many other lines that we have sold exclusively. I believe that if you show a customer a stove made by one foundry and show your customer all the good points and merits of the stove, and say you think it is the best stove made, and then show them another stove made by another foundry.

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ALWAYS BE GOOD TO THE TRAVELING MAN.

And just a few words as to the way you should treat the commercial man. I believe they should have as much attention as your customer, and when you make dates with them, be punctual and keep them, always remembering their time is as valuable as yours. If you gain the confidence and good will of the traveling man, I believe you will come as near buying your goods at the right price as in any other way. Now after these goods are bought, you must find the trade to dispose of them to, and how are you going to do it?

* * * * * * * * * *

A NEAT AND WELL KEPT STORE ESSENTIAL.

Next to your windows a neat and well-kept store and stock will secure for you more business than any other thing you can do. I can call to mind many Hardware stores that I have been in that had the appearance of second-hand stores. You will see rusty shovels and steel goods standing out in front which many think are advertisements to draw trade, and in many cases hide your display window. Now, if this display was made in your show window and not on the sidewalk, how much better it would look. And nothing looks more careless than to see boxes on your shelves with ends or sides broken and in many cases without covers.

Well do I remember one of my first experiences in a Hardware store. I was shown how to repair broken boxes and was told never to put cotton wrapping twine around a box that went on the shelves, but to always use 18B twine.

With a little care and labor a stock of Hardware can be made as attractive as any other kind of merchandise. Do not be afraid to use a little paint every year or two, and wear out a few feather dusters every month. You have many points to gain by doing this. One is, ladies buy a large amount of Hardware, and they like to trade where the stock is kept neat and clean. Insurance men will give you a better rate on your fire risk, which is something we are all looking for.

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ALWAYS BE DIPLOMATIC.

We also find it hard to draw the line on guaranteed goods and what to do with customers when they return an article that has proven defective or that they have had an accident with. They invariably

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bring it back and I know in many cases they are not justified in making any demand upon you for exchanging it. It has been somewhat of a problem for me to decide what to do. On small articles, such as tools and cutlery, we do not hesitate to replace, thinking it much better to be imposed upon than to make our customer feel hard toward us. I think many goods are returned that should not have been, from lack of business experience your customer has had, and not from any desire to gain any advantage over you. And you can't afford to make a customer feel angry toward you, no matter how small a customer, they may be, for the few cents it would cost you to replace it. While you may think you do not care for their trade, and I know of many people who come to our store whom I wish would never cross our threshold, and if it were not for their influence and talk with their friends, I should be frank and say to them we do not care for their business. But you must put up with it and treat them a little nicer than others.

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WATCH THE EXPENSE ACCOUNT.

Another very prominent factor is the expense account. I would like to know how many Hardware merchants here know what it costs them to do business. I know that some dealers figure very close and are able to tell you to the fraction of a cent what the cost of doing business is. And the dealer who does not know what it costs and happens to have sharp competition will sooner or later be up against a proposition that is liable to give him many sleepless nights. A question is often asked, "What items should be figured in as expense?" The first item I figure in is the one usually left out by many dealers. That is interest on the amount of capital invested. You should also add to your expense account a salary for your own time and that should be just what your time would be worth to some one else. Other items, such as advertising, rent, help, taxes, insurance, etc., I think every one figures in. And I know it often surprises the very best of us when we find it costs us from 20 to 30 per cent. on our sales to do business.

AMOUNT OF STOCK.

Another very prominent factor is how large a stock is a retail dealer justified in carrying, independent of what capital he has? I would say that location and freight rates figure somewhat on the amount, but in the eastern part of this State, when the jobber can be reached and goods received in five to six days, the maximum amount of stock should be one-third of your annual sales. A larger percentage can be made on the capital invested if you can carry one-fourth, one-fifth or one-sixth of your annual sales; or, in other words, you should turn your stock over not less than three times and as many as six if possible.

He was followed by J. C. Cornell, of Ord, who read the following paper on

ADVERTISING.

About the first question that a country merchant asks is, Does it pay to advertise? We would answer that question by asking another, Does your business pay? If not, try advertising. If it has been satisfactory, advertise and make it better. The larger the business properly handled and advertised, the greater the profit at the end of the year. There is in these present times of evolution in business methods an opportunity for the country merchant to not only follow the footsteps of his city brothers, but furnish some additional ideas of advertising that is not only a benefit to himself and his business, but a benefit to the town in which he is located. There is a merchant in Nebraska who questions the benefit of advertising. We advise him to take a day off and read "Fortunes and Freaks in Advertising," by Paul Latzke. He tells an interesting story of the N. K. Fairbanks Company that illustrates the benefit of advertising and the profit it brought.

A RESULT OF EXPERIENCE.

For years advertising agents besieged this concern to advertise their goods in magazines and other periodicals. The company was persevering, but fruitless, until the Philadelphia Advertising Agents succeeded in securing a contract, and they suggested that certain counties where the Fairbanks people had a large trade be set aside for experiment. In these counties the Fairbanks Company was selling a certain brand of soap through a salesman; it was proposed that the same soap be put up under another brand. This brand to be advertised through the papers through this particular section at the same time their salesmen continued their efforts with the old brand. At the end of six months it was found that the new brand was outselling the old, and when the balance sheet was drawn the net profits on the advertised soap, after all expenses for printers' ink had been paid, exceeded the profits on the goods sold through the salesmen by $8,000.

PERSISTENT ADVERTISING NECESSARY.

The experience was conclusive and to-day Fairbanks & Company are the greatest advertisers in America, spending hundreds of thousands of dollars each year for publicity. This is only one case in thousands that we might call to your attention that has enjoyed the same results: there are no cut and dried values for making advertising successful; each merchant has to work out in a measure his own salvation; there is, however, one way to make it pay; and that is by persistence and common sense for which there are no substitutes for advertising or anything else for that matter. Do not forget the fact that your printer and his paper have to live as well as yourself, and that you can get value received for every dollar you spend with him for advertising. If you will select a certain place in his paper and insert a well-written advertisement on seasonable goods, changing each week, we are satisfied that the result will be very flattering to you.

SEASONABLE ADVERTISING DESIRABLE.

Do not leave a Christmas advertisement running until next June and expect to get good results, but give this part of your business as much attention as is necessary to make it a success. Such articles of Hardware as are sold only in certain seasons of the year should be pushed at the proper time. Do not neglect your show window. A neat, clean show window is one of the mediums we have to advertise seasonable goods at a very little expense, and as the greater bulk of Hardware stocks are in season twelve months of the year, it does not require an expert window dresser to make the attractive window that will appeal to the intended purchasers.

We do not think much of the dodger or handbill; the cheap dodger, like a beggar, is most always stopped at the front door, while the newspaper, like a friend of the family, gets right into the best room of the house and is always welcome; to give you some idea of the amount of money expended by the different concerns for advertising, we quote the following: "A certain firm of soap makers give a monthly publication $240,000 for one page; a New York dry goods house $180,000 for the privilege of putting their advertisement on the backs of street car transfer slips. Two hundred thousand was the price paid for the privileges on the elevated railway in New York City. If it will pay these concerns to spend fortunes each year advertising, it is conclusive evidence that the small merchant can lose nothing in following the example. Personally we believe in advertising, not only with local newspapers, but with original schemes. Get on the right track and the rest is easy. Map out a plan of advertising on the right lines and it will take an uncommon amount of blundering to make a failure.

The Question Box was then opened, and the questions contained therein were read and freely discussed by the members present:

The press committee reported as follows:

Resolved, That the Nebraska Retail Hardware Dealers Association in executive session extend a vote of thanks to the press for their uniform courtesy extended to the association in reporting and publishing, not only our business session, but the widespread publicity given and the assistance rendered in the upbuilding of the association.

The President appointed H. A. Peterson of Oakland and Nathan Roberts of Omaha a committee to escort the new president to the chair.

President C. A. Cornell, of Ord, appointed the following executive committee: Nathan Roberts, of Omaha; H. Henke, of Grand Island; Frank Hacker, of Friend.

The subject of the location of the next annual meeting place was taken up and discussed. Invitations were extended by the members from Lincoln, Fremont and Omaha.

After considerable discussion Omaha was selected as the next annual meeting place.

The meeting adjourned at 5:30 P. M.

THE NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The annual meeting and banquet of the New England Hardware Dealers' Association was held in the United States Hotel, Boston, February 10th. Early in the evening a meeting of the Executive Committee took place with Vice-President Hunter in the chair and S. D. Balkam acting as secretary *pro tem*, the regular officers both being absent on account of illness. A communication was read from Secretary James A. Farless, stating that he was in very poor health and feared that he might not be able to meet with them again. Mr. Farless recently celebrated his 77th birthday and for many years has been identified with the Hardware trade. During the executive meeting a resolution was passed reducing the dues to $6 per annum and recommending that no more than two meetings be held during the coming year.

Shortly after six o'clock the members of the association, with their guests, assembled in the dining room. After dinner was served a number of addresses were listened to, Vice-President Hunter acting as toast-master. Charles E. Adams, of Lowell, and W. D. Parlin, who were the association's representatives to the State Board of Trade, presented their annual report, and on the motion of Mr. Adams the association adopted a resolution recommending a treaty of arbitration between Great Britain and the United States and that a copy of this resolution be forwarded to the Senators from Massachusetts. The annual report of H. M. Sanders, treasurer, was read and placed on file. The report of Secretary Farless was also presented, and a resolution of sympathy was adopted, and a copy was ordered forwarded to him. The matter of making changes in the organization was discussed by a number of the members, and Mr. Barber moved that the chairman appoint a committee of three to report at the next meeting in regard to the number of meetings to be held during the coming year. Mr. Barber also moved that the by-laws of the association be changed or amended at the next meeting. Addresses were also made by R. C. Goodell, of the Goodell Company, Amtrim, New Hampshire, and A. Eugene Bolles, manager of HARDWARE, New York, after which the meeting adjourned.

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IOWA RETAIL HARDWARE DEALERS' ASSOCIATION.

The sixth annual convention of the Iowa Retail Hardware Dealers' Association was held at Des Moines during Wednesday, Thursday and Friday, February 10th to 12th in the Commercial Exchange Hall.

WEDNESDAY AFTERNOON SESSION.

The convention was called to order by President S. R. Miles at 2.45 P. M., who, after a few remarks pertaining to a misunderstanding regarding railroad rates, delivered the annual address, of which we give the following selections:

PRESIDENT'S ANNUAL ADDRESS.

BY S. R. MILES, MASON CITY, IOWA.

I will not attempt a discussion of the events of the year that has passed since our last convention. Neither will I undertake to discuss trade conditions for the coming year, but will leave that in the more competent hands of our friends, the trade journals. I will confine myself briefly to a *resume* of association work of the past year, and, with your kind indulgence, will make a few suggestions along the line of future work.

THE NATIONAL ASSOCIATION AND ITS WORK.

As a delegate, together with Secretary Vincent, I attended the meeting of the national convention at Chicago, in March. There were in attendance of this meeting representatives of 17 State Hardware associations, and a more earnest and progressive delegation of Hardwaremen would be hard to find—men that were willing to give of their valuable time in an effort to improve not only their own business condition, but that of the thousands of their fellow dealers doing business in their several home States, whether members of their State associations or not. If every Hardware dealer in Iowa could have attended that meeting, instead of there being less than 300 members of the Iowa association, there would be 1500 at least. It would not be policy for me to give you at this time more than a brief outline of the work of this national gathering. National Secretary M. L. Corey, of Argo, Ind.; A. T. Stebbins, of Rochester, Minn., national treasurer; and L. Lindenberg, of Dubuque, member of the national executive committee, will be with us at this meeting and executive session will tell us of the work of the national association.

IS RECOGNIZED AS AN IMPORTANT FACTOR.

After listening to these gentlemen you will understand as never before the good work the association is doing and how it is being recognized as an important factor in trade circles. It is one of the duties of the State associations composing the national to make it possible to increase this power and prominence. I regret to say that Iowa, with her magnificent possibilities along association lines, does not occupy the place in this work to make us proud of her position.

ONLY AWAITS THE MAGIC TOUCH.

We have in round numbers 1,700 Hardware dealers in Iowa. Think for a moment, gentlemen, of the undeveloped power within our ranks that only awaits the magic touch that will bring us to a full realization of our strength. We are sometimes asked what is the association doing? I confess that to give a satisfactory answer to a dealer that has never attended an association meeting is sometimes a puzzle; but given anywhere near the membership to which our work entitles us and this question would never be asked.

REMEDY AT HAND.

If any dealer present is not satisfied with existing business conditions let me tell him there is a remedy and that remedy's name is "organization." This is an age of organization—the jobbers, the manufacturers, the catalogue houses and in many localities even our customers are organized. Can we successfully combat single-handed this array of organization? A great deal has been accomplished along association lines and yet I am sure it is only in its earliest infancy and that the next two or three years will witness a great increase in membership and general interest in association work.

BETTER BUYING METHODS URGED.

One of the best things resulting from a friendly relationship between dealers, particularly in the same town, is co-operative buying. Much complaint against catalogue house competition could be eliminated by better buying methods. It is worth a trial. I do not believe manufacturers as a whole are considering either jobbers' or retailers' interests to the extent they are entitled. Surely not when they place a catalogue house on an equal price basis with the jobber. Happily there are few manufacturers doing this, the great majority being alive to their own interests. With every dealer in Iowa a member of our association, we could, to say the least, command the wholesale respect of every manufacturer in the country.

SHOULD SHOW COLORS.

I would suggest that each member of this association show his colors by having printed on his letter heads an announcement of the fact that he is a member of the Iowa Retail Hardware Dealers' Association and don't be afraid to use these same letter heads in writing your customers. In these days of trades unions, farmers' co-operative societies, etc., a man who does not belong to some kind of an association is looked on as a back number.

One of the greatest dangers threatening the retail interests of the country to-day is the parcels post movement, fathered by the catalogue and mail order houses. This subject, so ably presented by National President Bogardus and Secretary Corey before the National Hardware Jobbers and Manufacturers' Associations at Atlantic City in November and attended with such good results, will be handled without gloves by Secretary Corey during this meeting. I trust that some action may be taken that will result in placing the Iowa association in the forefront of this movement. Resolutions and petitions to your Congressmen are not necessarily wasted efforts, but I believe a letter from you, whether you have ever met the gentleman or not, will be much more effective. It will impress on his mind the fact that you are honest and sincere, and an honest effort on any subject is sure to get results.

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Our first work was to secure the services of a competent man for secretary. We had a number of applications, and finally secured the services of A. R. Sale, of Mason City, who has proven the right man for the place. Our next work was to prepare articles of incorporation and by-laws. While there are a number of State mutuals organized under the same chapter of the insurance laws as our own, yet on attempting to use their articles of incorporation and by-laws as a guide we found very little in them just suited to our needs, for the reason that with one exception all of the State mutuals are accepting all classes of mercantile risks, while we confine ourselves to the risks of members of Hardware associations. About the time we were ready to submit our articles and by-laws to the State authorities we learned that the State mutuals had up at that time with the State Auditor and Attorney-General a very important question relative to the collection of assessments.

The outcome, after a two months' discussion of this question, was the granting to State mutual companies authority to collect one full advance assessment covering a period of not more than one year, and the Iowa Hardware Dealers' Mutual Insurance Association were the first company to take advantage of this decision. In fact they are the only assessment mutual company who have so far adopted it; but I can assure you that the success or failure of this plan is being watched with a great deal of interest by the other mutual companies of the State. I predict the plan will prove so successful that it must be finally adopted by all successful mutual companies. It is so manifestly a business proposition that it cannot help, when fully understood, to commend itself to every business man, and to a company just commencing business it means even more than it will after the child has grown stronger. It means the cost of collecting one assessment instead of three or four. It means the saving of losses that occur at every assessment. It means that each policy holder pays for his insurance on the same basis, and that those who pay promptly are not carrying insurance for members that may see fit to drop out when an assessment is made, having had their insurance carried from three to six months without cost. It means, what will appeal to every business man, cash on hand with which to pay all losses and expenses promptly.

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ASSOCIATION SECRETARY.

I have repeatedly stated at our annual meetings that I did not believe the Iowa Retail Hardware Dealers' Association would attain its highest degree of efficiency until we were able to employ a secretary whose time will belong to the association and who can devote his entire energies to the work of building up the association, and on this subject I have not changed my mind. We have had ever since our organization secretaries who have been competent, willing and anxious to in every way serve and promote the best interests of the association, but they have all had business of their own and could not reasonably be expected to give all their time to association work. I am sure their own business has been neglected many times in giving this work their attention. Gentlemen, is it right? Is it justice? Is it necessary to continue our work on this plan? I think not, and believe some action should be taken before the adjournment of this convention that will provide for the employment of a secretary.

And now, gentlemen, let me in closing appeal to you to be loyal to the association, and never permit yourselves to ask, "What is the association doing?" but be able to tell your brother Hardware dealer who may not be a member what our association is doing. Your business is assailed from every side. You cannot combat alone and single handed thoroughly organized effort, backed up by brains and unlimited capital, to capture the business that belongs to you; and the sooner you recognize this fact and give some of your time and energies to the upbuilding of an association that can and will help you, just that much sooner will you get your business in a more satisfactory and profitable condition.

The following committees were then announced:

Reception Committee—Chas. Swaine, Council Bluffs; C. E. Haas, Le Mars; W. B. Ritter, Hedrick; A. C. Vieth, Oakland; H. S Rayburn, Newton.

Hotel Committee—H. S. Vincent, Ft. Dodge; J. E. Sharpe, Moravia.

Constitution and By-Laws—L. Lindenburg, Dubuque; V. E. Hamilton, Oskaloosa; C. F. Schmidt, Marshalltown.

Committee on Resolutions—L. H. Kurtz, Des Moines; Jacob Seither, Keokuk; D. H. Huston, Jefferson.

Legislative Committee—Joseph Mattes, Odebolt; E. P. Messer, Sheldon; W. B. Kingsbury, Osage.

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Auditing Committee—Myer Carl, What Cheer; C. F. Keating, Mt. Ayr; L. A. Gnam, Carroll.

Nominating Committee—J. F. Doty, West Liberty; C. S. Barger, Albia; W. H. Millard, Cherokee.

Sergeant-at-Arms—C. W. Brelsford, Council Bluffs.

L. A. Gnam, of Carroll, then read a paper on

WOVEN WIRE FENCING

having reference to its history and wide distribution and the necessity for sustaining selling prices so that a profit will result. The address was listened to attentively.

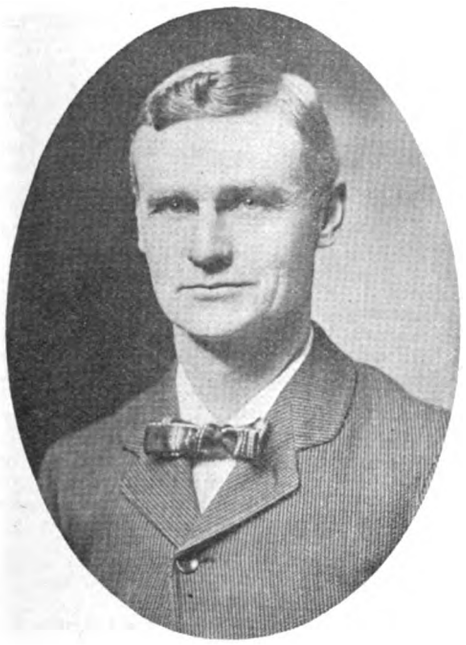
The convention was then addressed by R. U. Conger, of the Sheldon School of Scientific Salesmanship, who presented quite a scholarly essay, exemplifying the principles underlying the lectures connected with his Scientific School—interspersed with a number of humorous sallies as special illustrations.

The Question Box was then opened and contents explained by the chairman of the committee, William Orcutt, of Sioux City, and a general discussion followed the several questions, which was participated in by L. Lindenberg, of Dubuque; F. R. Currie, of Mason City; D. H. Huston, of Jefferson; C. E. Haas, of Le Mars, and others. The session adjourned at 5.20 P. M.

THURSDAY MORNING SESSION.

President Miles called the convention to order at 10 o'clock and announced that he would appoint as sergeant-at-arms, C. E. Haas, of Le Mars. The convention was then addressed by M. L. Corey, of Argos, Ind., secretary of National Retail Hardware Dealers' Association, in whose address was outlined sufficiently the arduous duties which as National Secretary he finds on every hand, detailing a number of instances in which his presence influenced good work well done.

At the conclusion of Mr. Corey's address, Frank R. Currie, of Mason



PRESIDENT S. R. MILES.

City, read a paper on

CREDITS

from which we extract the following:

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OUR COMMON INTEREST.

At the beginning allow me to say that this is one common interest that permeates every kind of merchandising in the State of Iowa in the greatest degree. Every style of merchandising counts this its greatest burden and greatest contention. Further than this, Hardwaremen of Iowa, it is perhaps the one item of our business that ninety-five out of every 100 men can not abolish, for reasons which are not asked for here. I expect there are 95 per cent. of the men here who could cut out the stove business and yet make the Hardware business pay; 95 per cent. could discontinue the furnace business and yet make a living; 75 per cent. could close up a tin shop altogether and make just as much money—and so we could go on through the lines that make up our business: but can you eliminate that nightmare, "credits?" I don't believe in the State of Iowa one-fourth of the Hardware dealers could cut out the credit business and live, do you?

Inasmuch as this subject is a universal part of the Hardware dealers' stock in trade, the successes and failures of its rank and file must to a greater or less degree be traced to its successful or unsuccessful management. I can hardly believe that a poor collector ever made a success in the Hardware business—that is, a success worth speaking about—but I have had pointed to me successful merchants, and invariably it was conceded, "He was a good collector," or "Wise on credits."

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FRIENDS.

As business grows and clerks increase in numbers, dangers more hazardous creep into the Hardware business; for every man that is a vendor of merchandise for you has friends. Now that is good, for it means business; but in parenthesis we must add also credits; and my experience is that few clerks or partners who have nothing to do with the last end of the credit business have commendable discretion at the front end. There should be rules laid down for clerks and partners as to who and how much they may credit; also if they be allowed to open accounts.

INCOMPLETE CHARGES.

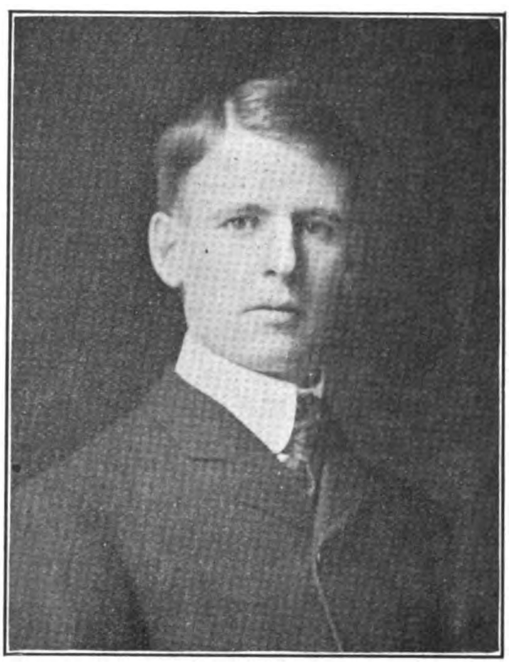
In passing I might say that improper and incomplete charges cause misunderstandings and losses in accounts, also losses in patronage, which are altogether without excuse. A charge should be entered plainly and complete, always stating, by a system of abbreviations when possible, who ordered or got the article. This is only a small item, but classifies as "starting right."

ACCOUNTS WELL OPENED ARE HALF CLOSED.

Let us change an adage at this point: "Accounts well opened are half closed." I think this well taken. It is poor policy to hand over items of any amount promiscuously, saying nothing about a settlement date. This applies especially to items of size and to persons who have comparatively little knowledge or system in their business. Don't urge the man of lax business methods to buy on credit, and never unless you make him understand that at a certain time you want the money.

LEASE DOES NOT END ALL TROUBLE.

In this connection I might add that a lease or contract does not end nor eliminate all the trouble. If you will step into the rear door of the installment house and watch them unload their wagons as they bring back articles of every description, you will be convinced that a man's signature does not always collect the account, but you will find in many cases that your trouble has just begun. However,



H. S. VINCENT, SECRETARY.

leases and contracts are good, and are one of the aids in the conducting of successful and safe credits.

MASSES SHOULD BE EDUCATED.

Besides the education of your clerks and partners there is the education of the masses, and if every merchant would put his shoulder to the wheel on this problem collections would be easier for all of us. It is a mistake to carry the impression to your trade that you have lots of money, and they need not be in a hurry to settle their accounts. This is all right for a few of your rich men, but the sooner you quit this practice the easier it will be for the big majority of us who need the money to look after our collections. A regular system of statements should be put in force and scrupulously followed. This will soon educate your trade to know that they are expected to pay your account.

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There are lots more fascinating books than our ledger, but sound business sense tells us that not only our bread and butter is there, but considerable pie and cake.

I hope now that those of riper years and tried judgment can add practical experience to this hour which will give us all inspiration and good suggestions for the conduct of our business. While this edge of the business I take to be the least attractive of any, it must have attention.

Mr. Currie's address was followed by the reading of a paper on

STOVES—SHALL WE LET THIS DEPARTMENT OF OUR BUSINESS GO TO THE INSTALLMENT HOUSES?

The reading of this paper started a wide discussion as to the experience in selling stoves which was joined in by W. C. Boumgartner, of Dubuque; Frank L. Currie, of Mason City; C. H. Thomas, of Kent; M. W. Keating, of Afton; D. H. Huston and President S. R. Miles.

This session of the convention adjourned at 12.30 P. M.

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THURSDAY AFTERNOON SESSION.

The convention met at the sound of the gavel at 3 P. M.

W. H. Levy, State organizer for the Iowa Retail Grocers' Association and the Iowa Retail Hardware Dealers' Association, then addressed the convention on the subject of the peddlers license law befor the Iowa Legislature.

After a few remarks on the subject, action on the peddlers license law was referred to the incoming executive committee.

A. T. Stebbins, of Rochester, Minn., then addressed the convention on insurance matters, in the course of which he said:

A. T. STEBBINS' REMARKS.

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Mutual fire insurance is a necessity. It is of comparatively recent origin, the first company having been formed in 1752 with Benjamin Franklin as one of the incorporators. The original rate was $1.17 and $300,000 of insurance was written the first year. There are three kinds of insurance: Lloyds, stock and mutual. Lloyds is for the underwriters, stock is for mutual benefit, and the third kind is mutual. Mutual companies doing a general business are subjected to greater losses than if they confine themselves to a single line. Another element is that all members are members of the company. Every member of our association is practically an agent. The account of the old line companies for expenses is 41 per cent. I give you the result of insurance in Minnesota.

PERCENTAGE OF LOSSES TO PREMIUMS.

In 1900 our gross premiums were $8,391.91 and our gross losses were $1,294.14, or only 15 per cent. of the premiums. In 1901 our premiums were $12,573.61 and our losses were $2,344.98, or 18 per cent. of the premiums. In 1902 our premiums were $19,708.03, and our losses were $67,752,22, or 39 per cent. of the premiums. This was our most disastrous year, as a number of heavy fires in December made a heavy increase in the percentage of losses to premiums. In 1903 our gross premiums were $3,381.50, and our gross losses were $5,155.87, or 17 per cent. of the premiums. Taking a total of the four years up to December 31, 1903, and our gross premiums were $71,054.05, while our gross losses were $16,547.21, or 23 per cent.

DECREASE IN PERCENTAGE OF OPERATING EXPENSES.

Another feature to which I will call your attention is the fact that our percentage of operating expenses has been continually decreasing. For 1900 our gross expense was $2,196.61, or 26 per cent. of the premiums; loss and expense together were 41 per cent. of the premiums. In 1901 our gross expense was $1,769.27, or 15 per cent. of the premiums; loss and expense together were 33 per cent. In 1902 our gross expense was $2,436.40, or 12 per cent. of the premiums; loss and expense together were 51 per cent. In 1903 our gross expense was $3,012.72, or 10 per cent. of the premiums, while loss and expense together were 27 per cent. Our total expense in four years was $9,415.00, or 14 per cent. of the premiums, and our loss and expense together amounted to 36 per cent. of the premiums. The financial condition of the company on December 31, 1903, was as follows: Cash on hand and due from policy holders, $35,948.58; reinsurance reserve, $13,008.07; net surplus, $22,940.51; insurance in force, $1,308,808; the return premium for 1904 was 30 per cent.

L. Lindenberg then read a report of A. R. Sale, of Mason City, secretary of the Insurance Association, the following facts being embodied in the report:

INSURANCE REPORT.

OPENING OF OFFICE.

In submitting a report of the secretary's office at this, your first annual meeting, it may not be out of place to recount some of the steps taken prior to the writing of our first policy.

The office was opened on the seventh day of April, 1903, when we began the work of preparing the articles of incorporation and by-laws. The articles were prepared under the supervision of our attorneys, as we were unable to obtain any that seemed to be a sufficint guide in the other mutuals. This office furnished the outline and plan of what we wanted, and the attorneys gave them the proper legal form and polish. The by-laws were the product of the president's efforts in connection with a little compilation and selection on part of the secretary's office. As these two documents lie before you, on the printed page they seem simple and inoffensive enough.

DOCUMENTS ARE FILED.

But it took many weeks of writing and re-writing, many conferences with attorneys and State officers, volumes of correspondence, two personal calls at the auditor's office before we were finally allowed to file them for record in the county and State offices. On the first visit of your officers to the auditor's office, May 19th, it was supposed that we would be ready to canvass for the applications by June 1st, and the executive committee met on June 2d to make a final canvass of the matter. But on June 15th we were again in session with the officials at Des Moines, who refused to approve the papers filed by a member of the board of directors on June 4th. We again submitted a revised copy on June 23d and received permission to record the papers and begin soliciting for the necessary $100,000 of applications, which we must have before we could begin business.

LIST OF APPLICATIONS FILED.

We mailed out our first general letter to the dealers of the State under the date of June 29th. August 15th we were enabled to file a list of applicants for one hundred thousand dollars' worth of insurance. On August 20th we received full authority from the State department of insurance to write our first policies.

Many of our applicants, of course, wanted their insurance to take effect on dates prior to this. This business we had to place with reinsuring companies. This, of course, cuts down some of our profits for the first year. Then quite a large block of this insurance was for dates beyond the present time and has as yet yielded no return. We have sent out to every dealer in the State other general letters under the dates of October 1st and November 30th. Again on December 22d we mailed to every dealer a letter for the retail association containing some of our literature and a notice of our annual meeting. We have conducted a large general correspondence with members of the Retail Dealers' Association and the inquiries and questions arising from the general letters and analysis of our mailing account showing the mailing of 7,000 pieces of 1-cent matter and 2,700 pieces of 2-cent matter. We have spent nothing as yet for general advertising, and have employed no solicitors.

The principle obstacles that we have found in building up the business have been the timidity that many have about placing their business in the hands of a mutual company; objections to paying the fee to the general association for membership; fear of offending customers who are agents for the old line companies; indifference to reading circular letters and printed matter; our inability to carry mixed stocks of goods; the bugaboo stories of the old line agents about the dangers of the mutual plan.

Your new board of directors must devise ways and means to remove some of these obstacles which we have no doubt that they can do.

The chair here appointed W. H. Millard, Cherokee; J. F. Doty, West Liberty; J. E. Sharpe, Moravia, and F. E. Ritter, Hedrick, as tellers to secure applications for insurance policies, with the result given in Secretary A. R. Sale's report below.

The statistics made by Mr. Sale after the tellers had taken applications for insurance at this meeting, read as follows:

Applications at Kirkwood Hotel	$21,000
Received at meeting	45,000
Applications on file	68,206
Total applications	$134,200
Insurance in force	153,750
Total	$287,950

Our work are embodied in the following:

C. E. Haas, of Le Mars, then delivered an address on

HOW TO MAKE YOUR FIELD AND GARDEN SEEDS PROFITABLE

from which we make the following excerpts:

There are no doubt many Hardware dealers here, like myself, who in connection with Hardware handle Seeds, and have found this branch of the business profitable. In handling this subject of Seeds, I can only speak to you from my own experience, covering a period of over 20 years. With us in our city the handling of Seeds has become a very important factor; it is one of the greatest specialties in connection with our business, and the Seed business, as a whole, in our city is controlled almost entirely by the Hardware trade.

THE HANDLING OF SEEDS IS NOT AN EASY PROPOSITION.

It is a business that calls for the closest attention, and must be understood and closely watched to make a success of it. The merchant who starts out to lay the foundation for a successful Seed business must keep constantly in mind the all important fact—namely, the handling of only good and reliable Seeds. His motto must ever be: "Not quantity, but quality."

QUALITY COUNTS

for more in the purchase of Seeds than in almost any line of merchandise. Too much care cannot be given in the purchase of Seeds. The question of how cheap can I buy Seed ought never to be considered, if the question of quality is left out. Poor Seed will only bring disappointment to the customer, and work harm to the dealer from whom purchased. There is no line of goods where quality is of so much importance as in Seeds. When a person starts out to invest in an article of any kind he has an opportunity of exercising his own judgment, but in the matter of Seeds he has to depend largely on the confidence which he reposes in the dealer. The merchant who is unfortunate enough to sell a man or woman a bill of poor Seeds is surely sowing trouble for himself. The result of poor Seeds means to the innocent purchaser hard labor without recompense, loss of a season's harvest and disappointment.

DOES IT PAY TO HANDLE SEEDS?

In my opinion, it does pay to handle Seeds. To our firm it represents a nice sum added to our annual sales, and this is not all—it brings a very desirable class of people to your place of business. The sale of almost any other article of merchandise is confined to a certain few in every community. You sell a Stove, or a Furnace, or a piece of farm machinery, and sales of this nature reach only a very few or small proportion of the families living in your midst, but not so with Seeds. When Seed time comes you have an article that is wanted, and called for by every family within reach of your place of business. This brings people to your store, not alone to buy Seed, but very often leads to other sales, especially seasonable goods, such as Hoes, Rakes, Spades and other Garden necessities.

CATALOGUE HOUSES DO NOT HANDLE SEEDS.

Another very good reason why it pays to handle Seeds is this: Has it ever occurred to you that here is an article of merchandise that is not handled by catalogue houses? To my knowledge there is not a catalogue house in the country that sells Seed—and, in my judgment, never will be. The merchant need never fear competition from this source. You would find very few people (if they had the opportunity) send their good money in advance to a catalogue house for a bill of

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Seeds, and wait from seed time until harvest to find only that their crop was a failure. When it comes to taking desperate chances, they will always prefer taking them with the home merchant. The catalogue house fellows evidently know this and will never go into the Seed business.

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PACKAGE SEEDS,

as you are all aware, are sent broadcast all over this land and are handled by racket and department stores. In order to check this competition we, years ago, adopted a system of having put up for us our own package Seeds. We make our own selection of varieties of Seeds wanted and have them put up in extra large papers, containing about double the quantity of Seed as compared with the ordinary papers. We have found this plan very satisfactory, and our package Seed trade is growing from year to year.

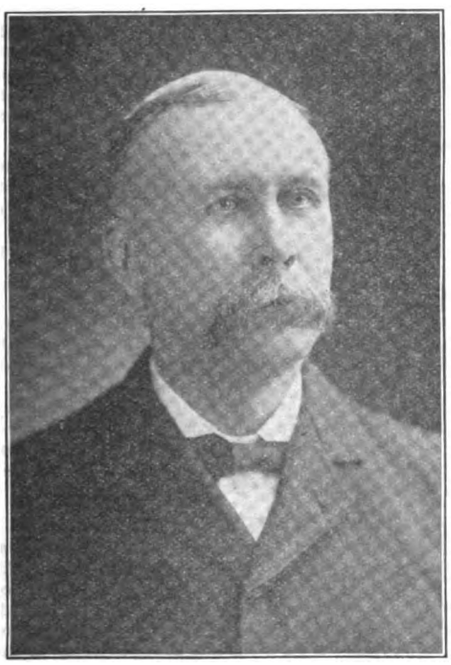
DISPLAYING SEEDS TO BEST ADVANTAGE.

When the season opens up we bring our stock of Seeds to the front—we give them the most prominent location in the store. The display jars and Seed cabinet are thoroughly cleaned and relabeled. The more bulky Seeds, such as beans, peas, sweet corn, beets, along with Grass and Field Seeds, are displayed in bright new pails and everything made to look fresh and clean and attractive. We make our Seed department look tempting, and many a person is led to buy Seed who would otherwise (if stock looked old and neglected) never give the purchase of Seeds a thought.

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OLD SEED CARRIED OVER.

When we take our annual inventory we go over our Seed stock carefully, and any Seed that has lost its germinating power or vitality is thrown to one side—and destroyed by burning it up. We have never yet made the fatal mistake of selling old Seed cheap, or giving



W. A. McINTIRE, EX-PRESIDENT.

it away to get rid of it. No matter if one gave it away, it would fall into the hands of a dissatisfied customer, and the merchant would get the blame for the man's troubles.

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GOVERNMENT DISTRIBUTION OF SEED.

Now, this leads me to a thought that, perhaps, is somewhat out of place at this time and upon this occasion. But the subject before us is Seed, and how can we make that branch of our business more profitable? So I am going to touch briefly on the free distribution of Seed by the Government. There may be many of my hearers in the Seed business like myself, who feel as though an injustice was being done to many engaged in the Seed business. In my opinion this free distribution of Seed by the Government, to a great extent at least, is all wrong, and steps ought to be taken to have this custom, as far as it relates to all the common varieties of garden and field seeds, abolished. There are many receiving their entire stock of garden and vegetable Seeds every Spring from the Government—people who are well off, many of them, who ought and would buy their Seeds from the home merchant if it were not for this free Government Seed.

There is no good reason why in this day of agricultural development, when our country is so prosperous and good Seed firms have been established in almost every State in the Union, that this practice should be continued; and we know that the bulk of such Seeds are only the common, every day varieties under an assumed name, and can be bought in any city or town in the United States.

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KNOWLEDGE, ENTHUSIASM, PERSEVERANCE.

The Seed business, to be successful, requires knowledge, enthusiasm and perseverance. The man who makes a study of Seeds, carries on experiments at his own home—and in his own garden—makes of himself a general storehouse of information on the subject, and when he talks Seed to his trade he does so intelligently. He grows enthusiastic and people soon look up to him as an authority in regard to such matters, and by perseverance his success is assured. We have left our homes and places of business to join hands here for the purpose of mutual protection. We are here to aid one another—to-day our interests are one. We are assembled as business men to devise ways and means for the advancement of all our interests. We can learn much from one another. I trust that some good seed may fall here that we can take home with us and sow into our business, which will grow into new life and energy, so that we may be better prepared to meet the demands made upon us in the year 1904, and that our efforts will be crowned with success is my earnest wish.

He was followed by J. F. Doty, of West Liberty, who read the following paper on

FURNACES.

The reading of this paper opened up a discussion which was participated in by a number of the delegates present.

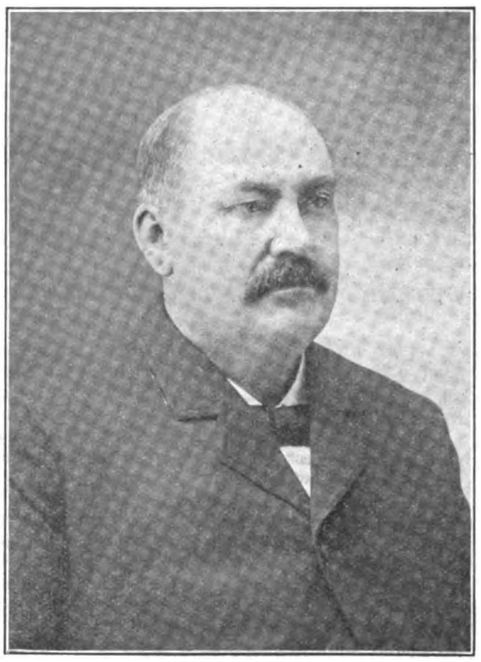
CAN FURNACES BE SUCCESSFULLY HANDLED IN A HARDWARE STORE?

BY J. F. DOTY, WEST LIBERTY, IOWA.

It is my intention to discuss this question from a business, and not a scientific, standpoint.

First.—Buy a good Furnace from a responsible manufacturer.

Second.—When you sell a Furnace, sell it with a guarantee to heat the building to a certain temperature when the thermometer is a certain height.



GEORGE LISTER, EX-TREASURER.

If necessary, give a bond to qualify the contract, and collect the bill. This will make the Furnace heat better and give you a better appetite, and you will sleep better, and it will enable you to use the money and pay cash for your Furnaces, thereby getting the benefit of cash buying.

You may think this theoretical and almost impossible, but this has been my policy during six years of experience of selling an average of 50 Furnaces annually, and I have carried it out to the letter and find it the most satisfactory to all parties concerned. It has been my policy to

SELL A FURNACE ON A FAIR MARGIN

and at a price that will warrant the employment of skilled labor, using of good material and the doing of a first-class job. I believe this to be fair between man and man and I do not deviate from this practice. My observation has been that many dealers take a furnace job so cheap that they can neither put in a large enough furnace, employ experienced workmen, use good material, proper sized registers and pipes, set furnace right or collect their bills.

CAUSES OF FAILURE.

Success or failure depend entirely upon size, location and setting of furnace, size of registers and pipes used and their location and cold air ducts to the furnace, also mechanical ability and material used, as upon these elements circulation wholly depends.

CIRCULATION.

Without perfect circulation the natural and unfortunate result must be failure. The prime factor in successful hot air heating is circula-

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tion. Better results can be obtained from the use of one ton of coal with furnace set right and with good circulation than with two and furnace poorly set and poor circulation, and this item is all important with seller and user and it has been an experience of gratification to the writer to learn that a fair minded man can be made to see this, that it is money saved in the long run to pay an experienced furnace man his price and have his house well heated and ventilated rather than take a chance with a cheap man who has but one aim and that to get the job.

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To conduct a successful Furnace business requires experience, study and close attention to detail work. Detail work is very important, and many dealers give no thought to this phase of the business. There should be a good reason for locating a register here or there and for using a smaller pipe in one place and a larger one somewhere else. It is important that no changes be made, as this is annoying, and often expensive to your customer as well as yourself, and invariably results in a botched job.

I have known dealers who never estimated the time of their men in setting a Furnace, making pipe, time consumed in travel, waste of material, etc. They figure, if they figure at all, that they have to keep the men anyway, and while they were traveling they were resting, so that they would work harder when they got to their destination, and the waste material they could use to tack over rat holes in the store, and, best of all, they got the job away from the other fellow, this being their sole ambition.

Practical instruction should be given to each furnace user for operating, cleaning and firing their furnace. If they are from Missouri, show them; for upon this depends the life of furnace, consumption of fuel and temperature of rooms. The writer tries to impress earnestly upon the furnace user the importance of caring for the furnace when it becomes his property.

PROGRESS LEADS THE FUTURE.

Progress leads the future by the hand. The furnace is yet in its infancy and if the rapid strides of progress in hot air heating continue in the future as in the past, circulation will be acknowledged by scholars of science to be the true method of heating.

To prove my position to be correctly taken relative to circulation being a great and natural method we will review for a moment ancient history. Circulation was first employed in the creation of man and he has been circulating ever since.

F. L. Marvin, of Grinnell, then read the following paper on

PAINTS,

which had been prepared by G. L. Miles, of that city. The paper in part was as follows:

PAINTS—WHY THIS BUSINESS BELONGS TO THE HARDWARE DEALER.

BY G. L. MILES, GRINNELL, IOWA.

The paint, oil and glass business rightly belongs to the Hardware dealer, and he is a wise man who insists on having his share of it, in spite of all comers. It belongs to him because he needs it; it naturally fits into his stock of builders' goods, and he can handle it to better advantage and more economically than any other retailer.

A COMBINED HARDWARE, PAINT AND GLASS STOCK

is popular with the contractor and builder, as it enables him to largely concentrate his purchases, and make it more convenient for him to order his supplies. He will, all other things being equal, prefer to buy his paints, etc., with his other builders' material. The Hardware dealer is in the best position to get the paint business, especially on new work, and he can talk paint while looking after his other lines, without in any way interfering with his regular business.

The exclusive paint store is becoming a thing of the past, and the trade is rapidly drifting into other channels. The Hardware dealer is neglecting a fairly profitable proposition if he does not add this side line, which can be handled without a dollar of added expense for help and rent.

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THE PAINT BUSINESS HAS ITS UNPLEASANT FEATURES.

There seems to be something wonderfully demoralizing about it. There is no class of mechanics so thoroughly averse to paying their bills as some who buy and use paint. There is no class of retailers who are, as a rule, so determined to sell their most staple goods close to the cost line as are those who retail white lead and oil. And I know of no class of manufacturers who adulterate their goods so unblushingly and make the loudest claims for their purity as some manufacturers and mixers of painters' supplies.

Yet with all these drawbacks I do not think there is a more satisfactory branch of my varied stock than the paint, oil and glass business.

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Many of the large, reliable Hardware jobbers are handling a full line of paints, and glass, and it is very convenient, and a saving of freight and drayage, to combine your paint and Hardware orders. This enables a person to carry a smaller stock, as goods can be profitably ordered in smaller quantities than if paint and Hardware are shipped separately.

It may be that linseed oil and white lead are sold with little or no profit at times, and mixed paints and high grade varnishes do not afford as good margin of profit, perhaps, as many articles in Shelf Hardware. Yet the little things, the specialties, the small package goods, household paints, stains, enamels, brushes and glass pay a good profit. There is no waste, and little or no dead stock, if the buying is carefully done. These goods sell all the year around and money can be turned often.

Buy small quantities to begin with, and aim to keep a variety rather than a large quantity of any article, and by all means do not allow a salesman to load you up with a large stock order. Feel your way carefully.

THE ARTICLES NEEDED

for a paint stock is a question for the inexperienced dealer to study carefully. Lead, oil and turpentine, of course, must be kept, but a big lot of lead and oil does not constitute a profitable stock and should not be bought if it prevents the dealer from putting in the hundreds of profitable little things that are needed in every home at all seasons. Better buy a few gallons of oil at an advanced price and a small quantity of lead, and the multitude of little things, rather than barrels of oil and tons of lead, and the popular sundries left out.

PROFITABLE SELLERS.

Floor paints, buggy paints, family paints in small packages, screen wire paints, varnish stains, enamel paints, floor stains, carriage top dressing, blackboard slating, paint and varnish remover, bronze powders, bronzing liquids, gold paint, radiator enamels, bath tub enamels, graphite paint, crack and crevice filler, floor wax, shingle stains, asphaltum, iron enamel, roof coating, pitch and even common coal tar are all sellers and afford a good profit.

BETTER BUY LITTLE AND OFTEN.

It is not necessary to put much money into any one article. Better buy little and often until you find what your demand is. Some manufacturers put up small assorted cases of these articles, costing $5 to $10, which makes a convenient quantity for the inexperienced to buy.

A small quantity of paste filler in one, two and five pound cans, a few gallons of liquid filler, shellacs, japans and dryers in half and one gallon cans and a few one pound cans of the leading colors in oil are necessary for a good paint stock.

Dry venetian red, white and yellow ocher, whiting and mineral purple can be bought in 50 or 100 pound drums or in barrels holding about 350 pounds. These cost but little and pay a better profit than the general line of Hardware. A small keg of dry red lead and a few pounds of leading dry colors help to round out the paint stock.

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A single gallon of good outside spar varnish, a very little coach and furniture varnish, a few gallons of good floor varnish, several gallons of good interior varnish and a few gallons of hard oil in quart, half-gallon and gallon cans will give sufficient variety and stock of varnish. Encourage the use of good varnish. Keep in mind that quality is remembered long after price is forgotten.

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HANDLE FLOOR DRESSINGS.

Many dealers are finding it profitable to make a special effort to supply durable and satisfactory floor dressings and varnish, and be able to advise the purchaser how best to treat both soft and hard wood floors. The public wants this information and wants such floor finishes as will permit the use of more rugs and fewer carpets. Some of the much advertised floor finishes are ready sellers and seem to be quite satisfactory. Floor wax and weighted waxing brushes are being sold very largely each year.

BRUSHES.

There is good money in brushes and it is well to carry a good assortment rather than a large number of a few kinds. The painter wants good brushes and will use no other. He takes good care of them and they last well. Most people buy cheap and medium price brushes and let them dry up after once using them. The most profit is made on the medium priced goods and of course more of these should be kept. Ten dollars, $25 or $50 invested in brushes will pay better profit than twice this amount invested in tools and general Hardware. If properly bought the brush stock can be turned over many times during the year.

GLASS.

Hardware dealers should, by all means handle glass, even if they do not sell paint. There is good profit in it, it is staple, there is little breakage, it never becomes dead stock, and is a seller all through the year. It is best not to keep too many sizes. A study of the glass list will show that several sizes cost the same per light, and of course one box will supply these different sizes without loss. Many more sizes can be made with very little loss by cutting down larger sizes.

FIXTURES.

It is not necessary to buy many expensive fixtures. A good glass board is almost a necessity and a dozen ten-cent steel glass cutters are about as satisfactory for cutting glass as a high priced diamond. Glass stock can be kept very nicely in the original boxes set on end.

SELL GOOD GOODS.

In conclusion let me repeat that the paint business belongs to the Hardware dealer; sell good goods, get posted so you can educate your customers, and push the sale and create a demand for the little things—the specialties that your trade will gladly buy if you show them that they can buy them and use them without much trouble; stimulate the paint habit among your customers and receive your reward in a larger business and increased profits.

A vote of thanks was extended to M. L. Corey, W. P. Bogardus and A. T. Stebbins for their attendance at the convention and their appreciated additions to its proceedings.

The meeting adjourned at 5.30.

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THURSDAY EVENING

was devoted to a banquet given to the Association under the auspices of the Des Moines Hardware & Implement Jobbers. The committees having this affair in charge were as follows:

Committee on Arrangements—J. F. Kratzer, T. E. Hurley, J. A. Gunn and F. H. Luthe.

Programme Committee—J. F. Kratzer, T. E. Hurley, E. O. Faeth, J. A. Gunn, F. H. Luthe, C. S. Walker and J. A. Hosmer.

Reception Committee—C. S. Walker, W. F. Marsh, T. E. Hurley, F. H. Luthe, C. J. Luthe, E. O. Faeth, J. A. Hosmer, L. A. Smith, J. B. Green, F. O. Green, W. W. Tully, C. N. Carper, O. J. Goodwin, A. R. Dempster, L. H. Kurtz, J. A. Gunn, G. H. Bathrick, W. S. Brown, E. W. Brown, H. A. Crawford, H. C. Hargrove, R. J. Shank, N. A. Cruzan, S. D. Wadsworth, C. W. Levis, A. L. Zimmerman and W. A. Marble.

AT THE FRIDAY MORNING SESSION

C. H. Thomas, of Kent, read the following paper which had been prepared by F. W. Woodruff, Correctionville, on

HAY TOOLS IN A HARDWARE STORE,

in the course of which he said:

HAY TOOLS IN A HARDWARE STORE.

BY F. W. WOODRUFF.

* * * * * * * * * *

IN THE SALE OF HAY TOOLS,

like every other line that is auxiliary to the Hardware trade, the dealer himself plays an important part in educating his customers. He should, by all means, make himself familiar with his goods, if he is to inspire any great degree of confidence and avoid to the utmost the exposure of his own ignorance.

I remember quite well when the farmers in my territory began to use the hay carrier in their barns. The track was a crude affair, and, although clumsy, it answered the purpose and greatly facilitated the handling of a large hay crop. My faith at that time was just as strong as it is now, but the large barns were not there, hay was worth only $3 per ton and customers were scarce. I have on hand now a few old style Porter carriers for wood track, which I am likely to keep until I sell out or quit the business. I continued to buy improved goods as the trade demanded, until the purchase of a stock of hay tools became as important as that of any other line. For a number of years

MY SCHEME FOR MAKING SALES

has been to suspend 20 feet of track from the ceiling of my wareroom adjoining my store, and near the front door where it can be seen. There are many farmers yet who are not familiar with the hay carrier, and they have to be shown, so I put a hay car on one end and a sling car on the other, both well oiled and with enough Manila rope to show the prospective customer just how they would look and work in his barn. The exhibition seldom fails to make a sale.

* * * * * * * * * * *

Experience teaches me that it is not only good policy but profitable to carry a first-class article. A poor one is not only dangerous to those using them, but the expense of breakage and time wasted in repairing soon destroy a legitimate profit. Buy the best, for it costs but a little more. See that you get a carrier made of malleable iron that is not liable to break. Get one that has a first-class track, one that will carry either a fork or a sling without springing.

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I am opposed to the practice of sending long lists of names to the manufacturer, for this reason, that many things are advertised, not in your line, but competitive to your stock, and when you send out the printed matter yourself your customer feels that you are showing a personal interest in him and he is more likely to respond.

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I do not advocate reckless advertising. I try to do a conservative business and let the merits of the goods increase my trade, but I believe that we should not hesitate to speak out and show the people that we have unlimited confidence in the goods we offer for sale. The most important feature of the hay tool trade is a good stock of hay and sling cars, track and hangers, forks and slings and plenty of rope. Be ready for your customer when he comes and you can hold a whip row over the dealer who is always just out, but expecting some in a few days.

Secretary H. S. Vincent, Ft. Dodge, then read his report as follows:

REPORT OF SECRETARY VINCENT.

PROGRESS OF ASSOCIATION HAS BEEN SATISFACTORY.

The progress of the association this year has been very satisfactory to the officers and executive committee. Up to the time of the calling of this convention we added 102 new members since our convention last year. Most of these members were added owing to the efforts of the solicitor of the Iowa Retail Grocers' Association, with whom we joined in soliciting members throughout the State of Iowa. We are enabled to get this assistance through the kind auspices of the executive committee of the Retail Grocers' Association of this State, with whom we joined in an effort to secure legislation for the benefit of the retail merchants, both grocery and Hardware.

SHOULD ADVANCE CAUSE OF GARNISHEE BILL.

And I wish to take this opportunity of requesting each member of the association who has any influence with either the senator or representative from his district in the State to use this influence for advancing the cause of the garnishee bill. This bill, as most of you know, will be enacted for the purpose of making 25 per cent. of a person's salary liable to garnishment. This bill should appeal to every member who has accounts on his books, that the debtor may not laugh at him when he asks for payment of the same.

BILL TO PREVENT SALE OF STOCKS IN BULK.

The dealers are also interested in the bill now before the legislature to prevent the sale of stocks of goods in bulk for the purpose of defrauding the creditors. The idea of this bill, as I understand it, is to prevent a person who becomes seriously involved financially from transferring his stock to a relative or friend, and allowing the jobber to whistle for his pay, and oftentimes these stocks are put upon the market and sold at 50 cents on the dollar, or thereabouts, in direct competition with the legitimate retail dealer. In this way and on this account this bill is of interest to the retail dealer, and I hope you will all use your influence to help the passage of the bill.

WILL COME AWAY FILLED WITH ENTHUSIASM.

It was the pleasure of your secretary to attend the meeting of the secretaries of the various States affiliated with the National Association in Chicago last March, and I wish to say that if every member of this association could have attended that meeting as I did they would come away filled with enthusiasm and confident in the success of the good cause.

In closing, I wish to thank each and every member of the association and my friends on the outside of the association who have aided me in the work of the year. It was all new work to me, and if it has been successful it is due as much to your help as to my efforts.

The Committee on Resolutions reported the usual vote of thanks to those contributing to the interest and enjoyment of the convention which met unanimous approval.

The new constitution and by-laws of the Iowa Retail Hardware Dealers' Association were then read and adopted.

This was followed by the reports of the several committees. The report of the nominating committee was as follows:

President—S. R. Miles, Mason City.

Vice-President—H. S. Vincent, Ft. Dodge.

Executive Committee—T. A. Nichols, Burlington; D. A. Stauffer, Iowa City; W. B. Baumgardner, Dubuque; G. S. Johnston, Tama; F. W. Ritter, Hedrick; Thomas Gadd, Des Moines; F. P. Bollinger, Afton; Charles Swaine, Council Bluffs; W. H. Millard, Cherokee.

President S. R. Miles, Mason City, and Secretary H. C. Vincent, of Ft. Dodge, were renominated for national delegates.

TREASURER'S REPORT.

Report of the treasurer of the association showed receipts from May 1st, 1903, to February 8th, 1904, to be $701.19, and disbursements $306 08, leaving a balance in the treasury of $305.11. This report was referred to the Auditing Committee, who vouched for its correctness, but advocate the opening of a new set of books and the adoption of a voucher system which would make it possible for bills to be paid promptly, avoiding delays which had occurred under the present system.

OFFICERS FOR 1904.

Notwithstanding the fact that President Miles earnestly repeated his request that he be not re-elected, the Nominating Committee, of which J. F. Doty was chairman, forced his re-election, which was greeted with the most vigorous applause that had characterized any action during the whole three days' session. The new officers of the association are as follows:

PRESIDENT, S. R. Miles, Mason City.

VICE-PRESIDENT, H. S. Vincent, Ft. Dodge.

SECRETARY-TREASURER, A. R. Sale, Mason City.

BOARD OF DIRECTORS: T. A. Nichols, Burlington; D. A. Stouffer, Sioux City; W. B. Baumgartner, Dubuque; U. S. Johnston, Tama; F. W. Ritter, Hedrick; Thomas Gadd, Des Moines; F. P. Bolinger, Afton; Charles Swain, Council Bluffs; W. H. Millard, Cherokee.

EXECUTIVE COMMITTEE: S. R. Miles, Mason City; C. P. Gadd, Des Moines; W. B. Baumgartner, Dubuque.

DELEGATES TO NATIONAL CONVENTION AT INDIANAPOLIS: S. R. Miles, Mason City; H. S. Vincent, Ft. Dodge.

DATE OF NEXT MEETING.

The president announced that an effort had been made at the last meeting of the National association to induce the Iowa association to waive its fixed date of meeting so as to permit arrangement of dates by all associations, so that there would be no conflict of dates, but that he then stated and was still firm in the belief that it was wise for the Iowa association to retain its fixed date of meeting, namely, the second Wednesday in February of each year. This action of the president was unanimously adopted. Des Moines will be the next place of meeting, but it will be left to the Executive Committee to name what hotel shall be selected as headquarters.

The convention adjourned at 12:30 P. M.

The board of directors Hardware association and insurance met at the Kirkwood Hotel at 2:30 P. M.

Editor—I am sorry to hear, parson, that you are displeased with the church announcements in our last issue.

Parson—Displeased! Read this, sir. "Next Sunday evening the Rev. Mr. Parsons will speak upon the devil. The address should be well worth hearing, as Mr. Parsons is always full of his subject!"—*New York Sun.*

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INDIANA RETAIL HARDWARE DEALERS' ASSOCIATION.

The fifth annual convention of the Indiana Retail Hardware Dealers' Association was held at Indianapolis, at the Dennison Hotel, on Tuesday, Wednesday and Thursday, February 16th, 17th and 18th.

TUESDAY AFTERNOON SESSION.

The meeting was called to order at 2 P. M. by the president, Edward M. Bush, Evansville, who occupied the chair. He welcomed the delegates in the following remarks:

PRESIDENT BUSH'S WELCOME.

Hardware merchants, members of manufacturing and jobbing concerns, traveling men, and last, never least, those representatives from other States of our trade papers, who have so loyally supported our cause, and in many ways extended courtesies to this association: To you all, in behalf of the Indiana Retail Hardware Dealers' Association, I extend a most sincere and cordial greeting.

The traveling representatives do I desire to thank for their efforts to increase our membership, by urging those not members to become so, and for assistance to our association rendered in many other ways. I ask these gentlemen to report to the officers the arrival of any whom they know to be new to our assembly, that we may give all such a hearty welcome. One favor I beg, gentlemen, that you wax not so eloquent in talking your wares to our membership as to delay them in prompt attendance at the openings of these sessions. If you will assist us in promptness by closing your rooms five minutes before our opening hours, we agree to close promptly and thus afford you ample time between sessions to get in your work.

To the members, both to those who have been with us before and to the recruits, whom I most heartily welcome to our ranks, let me say we have arranged an interesting programme in addresses and discussions, not one of which can you afford to miss. Above all, I urge promptness at all session hours. Let not those in attendance be disturbed and annoyed by late arrivals. I shall practice what I preach. Your president must earn his salary. Our session this afternoon is an open one and all present are invited to remain. Again, gentlemen, I greet you.

The president also congratulated the members of the association upon the large increase in membership since the last convention and particularly on the fact that the enthusiasm manifested by the members present gave promise of the most successful meeting in the history of the association.

At the conclusion of his remarks he was surprised by the presentation at the hands of ex-President Lewis, of New Albany, of a handsome ebony gavel, finely mounted in silver. The presentation was made with a very neat little speech by ex-President Lewis and replied to with equal aptness by the president.

Ex-President Lewis was next on the programme with an excellent address christened

OBSERVATIONS

from which we give a few extracts.

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This life is a mystery. Science, history and philosophy, alike, in their respective spheres, have struggled to solve the puzzle, and all have failed, or, at least, have had only partial success. It is, therefore, without humiliation that I confess my inability to understand why so many Hardwaremen, whose vital commercial interests are bound up in the success of this movement, are indifferent, careless and withhold that personal magnetism, which, if freely contributed by every member, would quickly develop an organized influence that would move the powers that be; would, in fact, become one of the powers that be. I think modesty is the key.

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THE ISSUES OF THE HOUR

are pressing on every man; the spirit of Brutus would scorn the craven who bears not arms in his own defence. Argument is divided into three parts—discussion, contention and fight. Discussion is argument at 60 degrees F. Contention is argument at blood heat. Fight is argument white hot. Our State and National Associations must be trained in argument. We carry no chips on our shoulders, and we desire all negotiations sung in the discussion register, but we must occasionally have "the last word," and have these last words heard and heeded.

WHAT ARE THE OBJECTS OF OUR ORGANIZATION?

The objects of our organization are to obtain from the manufacturer and jobber that recognition, consideration and protection which is our due, and by free and friendly conference learn the best business methods.

Are these objects more firmly established to-day than when we were first organized? They are.

Can these objects be more firmly established in the future than they are to-day? They can.

What influence has been the most effective in this movement? State and National Hardware Associations.

Are these associations growing? Yes, rapidly.

What is the influence of those Hardwaremen who are not members? Highly injurious to themselves.

Is there any sufficient reason why all Hardwaremen should not become members? There is not.

Will these associations flourish for a year or two and then vanish in thin air? As long as this old world, increasing, expanding, developing, demands Hardware there will be found in commanding importance the Hardware association.

But in all seriousness permit me to state one more question.

HOW CAN OUR STATE AND NATIONAL ORGANIZATIONS BECOME MORE EFFICIENT?

This question is never closed. It will never down. It is the first one to rise and beckon the attention of an administration as it takes up the reins. It rides on the box with the driver through all the days of administrative toil, and at the close of one is ready, lusty and strong to assault the incoming executive of another. But let it come. It has been met and will continue to be successfully met. To one who remembers the beginning of this association, when some five years



E. M. BUSH, PRESIDENT.

ago in the city of Evansville, at the call of a few Hardware dealers in Southern Indiana, a score or more earnest men met and brought into being that which has become this magnificent organization. It certainly seems that some one has been answering this question—if increase in membership indicates efficiency. But numbers alone do not represent the climax of efficiency. If every member here will have inscribed on his next purchase of stationery: "Members of State and National Hardware Associations;" if every member will display conspicuously in his store a sign bearing this same inscription, "Members of State and National Hardware Associations;" if every member will read carefully each circular letter sent out by the officers of either State or National Association, and act at once on their recommendations whatever they may be, it will soon be clear that our organization is a power. To me it is clear now that an impression had been made.

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LET US CLOSE RANKS.

Let us move forward, without noise of fife or drum, without pomp and pageantry, but noiselessly as the springtime comes, and as surely, too. Let us stand for non-interference with consumers. Let us stand for our constitution Let us stand for justice, the corner stone of American diplomacy and American supremacy.

He was followed by A. F. Sheldon, of Chicago, who is proprietor of the School of Scientific Salesmanship, and his speech gave an outline of the characteristics upon which his school methods were made successful. We print a few excerpts.

Salesmanship is more than the mere disposition of goods. It is, in its broad sense, the sale of goods for profit. More specifically expressed, salesmanship, in the abstract, is that power, born of the combination of positive qualities, mental, moral, spiritual and physical, which enables him who posseses it to successfully persuade a large proportion of those whom he solicits to purchase at a profit that which he has to sell. Four factors enter into every sales transaction: The salesman, the customer, the article to be sold and the sale itself; and a combination of basic laws, truths and principles enters necessarily into these four factors.

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3. To properly define and establish our relations to jobbers.

4. To develop a defense against mail order catalogue houses, who pay no taxes in our respective communities and handle inferior goods.

5. A National Association, and proper representation in same.

Do you not agree that some progress has been made in each of these directions? Greater in some than others. In none of them as much as we want, but Rome was not built in a day.

Let us study these for a moment. Has this association convinced its membership that our interests are mutual? Has it at all lessened destructive and senseless competition? The very fact of this large assembly is sufficient reply. Could men like these before me mingle together, exchange ideas, engage in discussion, review the evils from which we learn we all suffer alike and can only overcome by concerted action—could you do this and not find that in union there is strength?

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FRIENDLY RIVALRY IN BUSINESS BRINGS ITS REWARD,

makes you a more alert, a keener business man, increases your stock, enlarges your building and builds up your bank account. Determine to sell to your own community all its Hardware. You have better facilities for learning the value and quality of goods than has the chance consumer. You probably know him, may live near him. If properly approached and handled, he is more apt to buy of you at the same figures, or even a little more, than to send away, and often you can not only make a little profit yourself but save money for him. Illustrating this fact, let me give you a personal experience happening since our last meeting. Hearing that certain fixtures were needed for a new building in my city, I familiarized myself with the goods, butted in, got a hearing, succeeded in landing the contract for $850, upon which was a neat profit. Was then told by the purchaser that in 48 hours more he would probably have closed the contract with Eastern parties for the same kind of fixtures for $1,400, not knowing they could be bought through home parties. Need I tell you the E. M. Bush Hardware Company holds that firm as a customer, and before this same building was completed furnished about $600 worth of other Hardware? It pays to get out and hunt up business.

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I detect no fear in this association that the evils cannot be overcome. But with prosperous times and a good business comes a willingness to wait for the fruits of our campaign of education. Promulgated through addresses in our association meetings, State and National, published through our trade papers, through the correspondence of your secretaries, personal remonstrances to traveling salesmen and heads of firms, and we expect much from the advice and support we are beginning to receive through the officers of the National Jobbers' Association.

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If any member of this association has in the past, or shall in the future, suffer injustice at the hands of jobber or manufacturer, it is his duty to report it to our secretary. Let me remind you that the complaint must be one which you shall be in a position to prove, a strong case, lest the association be unjustly brought into a fight which, when sifted, is found to be only a personal grievance; and so bring us into disrepute where we most need the force and strength of fullest respect. It places your officer who lodges this complaint with the transgressor in a very embarrassing position if he finds himself without the support of a just cause.

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AS THE VAST INFLUENCE OF THIS ASSOCIATION

business comes up before me more and more, it is beyond comprehension why so many dealers in the State sit supinely by, letting a comparative few do the brunt of the work of saving their business from utter destruction. Can they not see? I sometimes think we must adopt the methods of certain good ministers we know, who, conducting revival meetings, talk at first only of love, grace, penitence, etc. When all possible have been reached through these persuasive means they go after the rest with pictures of brimstone, hell fire and damnation. Have we reached the hell fire stage of our work for new members?

If unable to attend these conventions, will not our fellow dealers help the good work with their membership and dues? This campaign of education costs something. What a power would every State organization be if 90 per cent. of the retailers were enrolled as members.

When the next panic and depression of business comes we will realize the greatest benefits from large and compact membership. Does any one within the sound of my voice believe that we would be suffering to-day from the evils we have had we been able to throw united ranks against them? We have had years of plenty; let us prepare, by larger membership, closer organization and greater efficiency in our work, for the years of famine, which may not be far off.

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Secretary M. L. Corey, Argos, then read the

SECRETARY'S REPORT.

WEDNESDAY AFTERNOON SESSION.

The Wednesday afternoon session was called to order at 2.10 P. M., and in response to a question, President E. M. Bush said that the residences of Hardware dealers would not be insured.

Sharon E. Jones, Richmond, in speaking on the subject, said that he thought if a member applied for $6,000 insurance the Indiana Association should write him the policy and then reinsure part of the risk in another company.

M. L. Corey, Argos, said: "This matter can be easily arranged. I have recently received a letter from the Ohio Hardware Dealers' Mutual Fire Insurance Company, in which they state that when we are organized they will throw us considerable insurance."

Secretary Corey then read a detailed statement of the condition of this Ohio Hardware Dealers' Mutual Fire Insurance Association, in which he stated that their total assets were $49,483 and their losses were $414, but in spite of this disparity they had only paid a 20 per cent. dividend last year.

M. L. Corey, Argos, then read his report as treasurer of the association, which showed receipts for the last year of $1,449.71 and expenses of $1,093.98, leaving a balance on hand of $335.73.

Following the reading of the above, we present herewith a few extracts from an interesting paper by J. A. Shapker, Mt. Vernon, on

EVOLUTION OF TRADE.

Some of you perhaps can recall the day when trade was sought by taking wagon trains to the West, carrying their goods with them, and bringing back gold or other merchandise in exchange. Soon the railroads and steamboats took the place of this slow traffic, and the commercial traveler was introduced, followed quickly by every wholesale merchant and manufacturer, who sent their salesman "on the road" in quest of trade. For many years the retail merchant was the legitimate channel through whom all commodities reached the consumer. Rapidly the evolution of trade has been sought; enterprises have started, who herald their goods through the metropolitan dailies and magazines, until, with the beginning of the twentieth century, we find ourselves face to face with the mail order houses going into the homes of our customers and selling all kinds of merchandise for cash only.

THE PROGRESSIVE RETAIL MERCHANT

has kept pace with this evolution and has learnt to "go after trade." It is well that he should emulate the example of the larger and successful houses, who advertise systematically, who have equipped their offices with modern "follow up" systems and modern appliances, such as typewriters, adding machines, addressing machines, dupligraphs, etc. If single firms find it necessary to use these in great numbers, they are more necessary to the retail merchants, many of whom, by reason of forced economy, must personally manage all the details of his business.

SOLICITING TRADE.

I was invited to outline the method employed by our firm in soliciting trade. We are visited by at least a dozen Hardware salesmen, six or eight of whom call every two or three weeks. I have been told by one of them that he calls on 120 merchants. Now doesn't it strike you that if the jobbing house he represents find it expedient to send their salesmen to these merchants so often it would be profitable to the retail merchant to get into closer and more frequent touch with his trade? Following the example thus set forth, we undertook to reach 1200 families every three weeks with a personal letter.

MAILING LIST.

To obtain a perfect mailing list we sent out a young man to follow the rural delivery wagons, who recorded the names on the mail boxes, and if he passed a house having no box he made it his duty to get the name of the occupant. Thus we were equipped with the list, while others waited until the Post Office Department posted the names for public benefit.

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CASH TRADE.

I will not attempt to outline any particular plan toward this end, but believe the time ripe for earnest consideration by the retail merchant to put himself in position to meet the competition of the mail order houses and department stores, that have a distinct adantage by selling strictly for cash, which enables them to buy for cash, giving a profit which many a dealer cannot always avail himself of. Ask your friend who is engaged in doing a cash business how he feels every night when he turns the key in the door? You will certainly admit his lot is an enviable one. It is undoubtedly the secret of success in this age of volumes at small profits. Verily, it is a twentieth century method. For several years it has been the custom of our firm to give register checks with each cash purchase, entitling the holder to a rebate of 2 per cent. in cash or trade. We do not wait to be asked for the checks, but insist on the purchaser receiving them, and would even follow him to the door, thereby reminding him that his cash trade is appreciated. Yet our cash trade is far from what it should be. This situation prevails in most of the smaller towns, and the sooner the loose credit system is abolished the better it will be for merchant and purchaser. Why do we permit it when our jobber, from whom we buy thousands of dollars' worth of goods, insists upon the payment of his account when due? Why do we encourage this loose credit system, when we are refused credit by the cash stores? It is lack of nerve; fear of hurting the other fellow's feelings, or losing his trade. If a customer owes you and shows no inclination to pay, by all means cut him off. If you continue to credit him you will lose out, three times in five. But, suppose he pays you in the end, is the profit worth the trouble and worry? You would not think of loaning him $1 each month for a year, yet you let him have $25 to $50 worth of merchandise and then go to your treasury for the cash to replenish your stock.

EVILS OF CREDIT.

The credit business sums up the following evils:
Requires a double cash capital.
Inability to discount your purchases.

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THE SALESMAN.

In speaking of the salesman, I put emphasis on the man, for it largely follows that if you take the man right the sale will take care of itself. You gentlemen before me know that it is not always easy to get the right kind of man, but I am here to tell you that if you cannot get the man you can make him. The two foundation stones of success in a salesman are

CHARACTER AND HEALTH.

By character I do not mean negative goody-goodness, but rather that magnetic force, that real manhood, born of the combination of positive qualities, mental, moral, spiritual and physical, the natural product of which is the ability to persuade. By health we mean more than the ability to eat three square meals a day, or mean the harmonious condition of the triune man, body, mind and soul, which enables the physical organization to perform its functions properly, and which promotes the development of positive qualities to a marked degree. The development of these qualities rests on the bed rock of education; not necessarily a college education—a good thing, get it if you can—but in a larger way upon education in the school of hard knocks. Education is a drawing out of man's latent faculties and qualities; it is knowledge mingled with experience; it makes the man who not only looks, but sees; who not only hears, but understands.

The true salesman makes a logical, complete analysis of every article to be sold, picks out the salient features and arranges them so that they will appeal to the mind of the customer. When you have taught your clerks to do this you have done much to make salesmen out of them. The day of the success of human wind mills or walking talking machines has passed. It's the solid man who sells the goods—the logician. Every time the successful salesman opens his mouth to talk he really says something.

THE SALE ITSELF.

The mental law of sale necessarily goes through four processes: First, attention; second, interest; third, desire; fourth, resolve to acquire. This law is explained as follows: Attention properly sustained changes into interest; interest properly intensified becomes desire; desire made strong enough is changed to the resolve to buy.

ADVERTISING.

Advertising is the fire under the boiler of business, and if you wish to make the business you must make the advertising hot. The man who advertises a little and says it doesn't pay, is like a man who built a little fire of kindling wood under a great tank of water, and when it didn't heat declared that fire wouldn't heat water.

Mr. Sheldon received through the President the thanks of the association for his able address.

Raymond Van Camp, President of the Van Camp Hardware & Iron Company, on behalf of Indianapolis manufacturers and jobbers, invited the members of the association to attend a banquet to be held on Wednesday evening at the Hotel English.

A number of travelling salesmen and other manufacturers' representatives were invited to address the convention, which opportunity was taken advantage of by H. W. Beagle, of Rochtester Stamping Company, N. Y.; Frank Wells, of E. C. Atkins & Company, Indianapolis; Charles B. Howland, local manager for J. E. Porter Company, and a number of others. The president, previous to adjournment, appointed the following committees.

COMMITTEES.

The following committees were announced by the president:

Resolutions and Communications.—J. L. Fulton, Portland; N. R. Stoner, Rochester; M. Reigenbaugh, Huntington.

Auditing.—J. D. Deprez, Shelbyville; A. W. Smith, New Ross; W. E. Campbell, Hartford City.

Grievance.—George F. Weinland, Hope; W. E. Ballard, Muncie; J. Shanklin, Jr., Frankfort.

Insurance.—A. N. Shidler, South Bend; H. T. Trueblood, Washington; T. J. Lindley, Jeffersonville.

Sergeant-at-Arms.—A. H. Burkett, of Gosport.

The session then adjourned, to meet at 10 o'clock on Wednesday morning.

WEDNESDAY MORNING SESSION.

The President then delivered his annual address which was an exhaustive, well written document of high grade reasoning, and was received with every indication of approval.

PRESIDENT'S ANNUAL ADDRESS.

The address was in part as follows:

Before going further into the business which lies before us, let me pay my respects to my predecessor in this office, who last year stood before you in this place, our past eminent commander, W. P. Lewis, of New Albany, a most worthy one, following whom I have, indeed, found a most difficult talk. But if I have been able to bear in such as to meet, in any way, your approval, the honors and labors which he laid down one year ago, then, truly, shall I feel that this has been a year of growth and profit to me.

This same year has, I take it, brought a profitable business to us all, for the demand for, and consumption of goods have been up to the average of such years in the past. Since late fall, however, has come a halting in both output and consumption of the furnace and mill products. Into what this may develop in the next few months none can tell. The Louisiana Purchase Exposition and Presidential year may affect retail business to some extent.



A. N. SHIDLER, FIRST VICE-PRESIDENT.



M. L. COREY, SECRETARY-TREASURER.

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LET US PURSUE A WISE POLICY,

be somewhat conservative in the quantity of our purchases, not, of course, to the point of empty shelves or broken stock—that is always bad business. Watch stock closely, buy often, but cautiously.

I am neither a prophet nor the son of a prophet, but I expect no radical reduction in merchandise. Should it come, trimmed sails are safe, and small but frequent buying a very good motto. And while buying is before us, let me ask how many of you insist that goods regularly sold by list and discount shall be so figured upon your invoices? Those doing otherwise make a grievous error, as far as profits are concerned.

WAS THERE NEED FOR OUR BIRTH?

Have we a right to permanent being? If so, what additional plan should be made to assure a progressive and beneficial existence? With so many earnest faces before me these first questions seem puerile, when I recall that less than five years ago, in June of 1899, this association was formed at Princeton with 19 charter members and christened the Southern Indiana Hardware Dealers' Association. In nine months this lusty infant had tripled its size, having 57 members, when in February of 1900, in my own home city, at the solicitation of many men from the northern part of the State, it was discovered to be fitted for a wider existence and rechristened the Indiana Retail Hardware Dealers' Association. Under the title of "Appeals for Membership" our objects and needs of organization were set forth by a committee at large, the ten clauses of which I present to you condensed into five, briefly, as follows:

1. To make clear the fact that, as dealers, our interests are mutual, not antagonistic: to lessen destructive and senseless opposition, which is not competition.

2. Through association work to discuss questions which vitally affect our welfare.

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Lost accounts.

Adds greatly to your office expense.

Breeds dishonesty, wastefulness.

When your customer owes you, he avoids your store.

If you dun him in 30 days he's mad and asks: "Are you afraid you're not going to get the money?"

If you wait six months, he's mad and says: "Why didn't you present this account sooner?"

If you sue him, he becomes your enemy.

What's the remedy? There's only one, sell for cash, or upon such terms whereby you are sure to get your money at a specified time.

Commence at once by restricting your credits. And encourage cash trade at your store by paying cash yourselves for groceries, meats, dry goods, doctors, lawyers, etc.

WEDNESDAY EVENING.

Wednesday evening was devoted to a banquet at the Hotel English. The floral decorations were exquisite.

The following Indianapolis firms subscribed to this banquet: E. C. Atkins & Co., Inc.; H. T. Conde Implement Co., Union Selling Co., Tanner & Co., A. Burdsal & Co., Central Supply Co., Crucible Steel Co. of America, Van Camp Hardware & Iron Co., Duckwall-Harmon Rubber & Supply Co., Fairbanks-Morse & Co., Holliday & Wyon Co., Home Stove Co., Indianapolis Stove Co., Knight & Jillson Co., Indianapolis Saddlery Co., Layman-Carey Co., Daniel Stewart Co., Tucker & Dorsey Manufacturing Co., Taylor Belting Co., E. H. Tripp, Parry Manufacturing Co., Union Transfer & Storage Co., Vonnegut Hardware Co., Capital Paper Co., Udell Woodenware Co., Standard Paper Co., American Buncher Co., Indianapolis Tent & Awning Co., Gates-Osborn Carriage Co., Atlas Paper Co., Hollweg & Reese, Chas. E. Pearson & Co., Winter & Hill, American Wire & Steel Co.

THURSDAY MORNING SESSION.

The Thursday morning session was called to order at 9.30 A. M. and Louis C. Bartholomew, of Michigan City, read the following paper on

ADDING SPECIALTIES AND SIDE LINES

from which we give the following:

Alertness is essential to success. To prosper you must have your eyes open and keep abreast of the times. Keep out of the ruts; they are easy to fall into, but not so easy to get out of. Do things in a different way from your competitor. No retailer lives up to his own possibilities who does not keep on the watch all the time for new lines to add. This habit of theirs forms the best part of your capital. They are equally ready to buy other lines if you will let them. Do not be afraid to try new ways and new goods. Be as good a merchant as you can and success will come to you. Study your trade. Endeavor to anticipate its wants. Study your stock. Endeavor to keep it clean and free from stickers. The modern successful merchant uses his every effort to keep in touch with what is going on in his lines. He is a subscriber to two or three of the trade papers. He reads them carefully. He examines with care the good advertising that comes within his reach, selects from it the best ideas and methods, and adapts them to his own use, taking care to instill into them as much of his own originality and personality as possible. He leaves no avenue unexplored where the extension of his trade is possible.

He adds side lines and specialties as often as he can. Capital and space are his only limits. The importance of this question of adding specialties and side lines is not disputed and only half appreciated. The reason why a man with a small stock of variety goods can hold his own against concerns that have dollars where he has dimes is simple. Every penny of his capital is in

QUICK TURNING GOODS.

The variety store handles nothing but quick sellers. It omits the heavy staples, which take a lot of money to handle, require a lot of room and on which profit is small.

* * * * * * * * * * *

SPACE IS WASTED.

Possibly some of the last season's goods still hang around. Why not store them upstairs or downstairs, or in some cheap warehouse? Put away your unseasonable goods. Bring them out next season as new, fresh goods.

Why not get along with a smaller quantity of goods on the shelves and carry some of the surplus lots in your storage room? The greatest of all sources of wasted space is overbuying, overstocks, too many goods of one kind on hand. This is also a great source of wasted capital. Every time you buy two dozen of an article when one would have kept your stock filled you waste your capital, for the money that pays for that second dozen might have bought an article you do not now sell and thus have increased your sales.

* * * * * * * * * * *

FISHING TACKLE, HAMMOCKS, GUNS, BICYCLES, BASE BALL GOODS

are generally handled in Sporting Goods stores or department stores. They belong to the Hardware store. Start a Sporting Goods' department yourself. Taking a fishing trip or a hunting trip during your vacation; learn the merits and demerits of the lines you carry by actual experience. Then you can sell a line of Sporting Goods intelligently, and there is profit in Sporting Goods.

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A new line added should be judiciously and intelligently advertised. In the newspaper, by well displayed ads. and newsy locals; in the store, by being prominently displayed, and exhibited by proprietor and clerk. And the clerk will not know how to do so, effectively, unless he thoroughly understands the article he is trying to sell. Do not be afraid to explain to your clerk the good points and features of your goods. Do not be half hearted in your explanation. Know your line. Enthuse it a little. Get your clerk enthused.

This was followed by an address on the

NECESSITY AND ADVANTAGES OF LOCAL ORGANIZATION.

By A. N. Shidler, of South Bend, from which we take the following:

The necessity of local organization of any particular line of mercantile business becomes apparent when we point out a few of the advantages to be derived. I say any particular line of business, because every merchant is most interested in becoming informed about the article which he is handling daily and learning how to cope with the knotty problems which constantly confront him. To organize might not be as difficult a problem as to keep up interest in the organization.

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While it is not advisable for any local organization to fix prices,

PRICES.

I believe that the Hardwareman, as a rule, is above the average business man in intelligence, otherwise he could not run a Hardware store successfully, and when for any reason prices on a certain article are too low, is ready and willing to place the asking price where the profit will produce a legitimate income on the investment.

With the great number of articles, which only a few years ago were to be found in the Hardware store alone and sold at a good profit, that are now being distributed by the 5 and 10 cent stores or the department store at just about cost for the purpose of leading the public to believe the Hardware merchant to be a robber, it behooves every Hardwareman in this house who is not a member of a local organization to go home and call your Hardware friends together to discuss the best ways and means of doing business at a profit, for without profit you are bound to fail.

COMPETITION.

The time is long past when you should think your competitor is your enemy. He is not, and if he is, make him your friend; meet him socially, at church, or at your political meetings. You can use him, for when you run short on Eight Penny Nails borrow a keg or two, and when yours come in return them at once, and you will find him soon doing the same. Don't ask him to loan you anything which is of a different kind or quality than you can return. Better buy it of him; he will sell it at a profit of 10 per cent. You can sell it at a profit of from 25 to 40 per cent., make some money, and your customer will feel you have done him a great kindness. No legislation can possibly bring the direct results that may be accomplished in local co-operation. Such an organization I believe should take in not only merchants of every line of mercantile trade, but the manufacturer, the lawyers and the doctors; even the ministers might be interested. Let it be if you please, a commercial organization, the duty of which should be to take up all subjects of commercial interest, such as securing the location of factories, interurban roads, arranging for public demonstrations on national holidays, entertaining commercial conventions, regulating the hours of closing business houses, securing such ordinances as will be for the best interests of the town and not for the benefit of a few individuals.

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C. A. Ellis, of Carlisle, then read a paper on Hardware Business in a Country Town.

T. J. Lindley, of Jeffersonville, read an interesting paper on

THE INFLUENCE OF LOCAL NEWSPAPERS AND WHY THEY SHOULD BE CULTIVATED

from which we present the following:

The local newspaper is sometimes not regarded with the importance which belongs to it. Some people are apt to regard with undue importance the utterances of metropolitan papers. Of course, in matters national and general politics we naturally expect more authoritative and abler articles from metropolitan papers, for the reason that they have great wealth and can command the highest class of talent. It is also a fact that the editors of great papers are brought more in connection with men who consider, discuss and decide matters of great importance. But this fact should not lead us into the error of belittling the local press.

There is no one who finds out the importance and influence of the local press better than the man who, up to a certain date in his life, always decried the local newspapers, and, suddenly, when a friend or some pet theory is attacked, commenced a vigorous kick, and at once recognized the importance and influence of the local press by his loud protests and utterances against it.

A person living in a small city near a larger city, where the local and metropolitan journals come in competition, soon learns to recognize

THE IMPORTANCE OF THE LOCAL PRESS,

and why it should be cultivated Let the citizen of the small town undertake to break into the metropolitan paper, let him address the communication to the editor of a large paper and one which he has hitherto thought so important and valuable, and see in what a cold, matter of fact way his communication will be regarded. Let him watch the boiling down process, the smallness to which his communication has been reduced and the obscure position in which it is placed, or the insignificance of his utterances in the great mass of matter published, and among the display ads., as well as of many pages in which it is obscured, and then he will understand if there is some value in the local newspaper.

If a citizen of your town walks into a local newspaper office he feels

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at home. He feels that he is among friends; he feels like a patriot upon his own native soil, fighting for the defense of his country, for he is conscious of being in the right, being where he is entitled to be. He is not embarrassed as when he approaches a potentate, mighty cold and indifferent to his appeals; he feels that he has a sympathetic ear, and that he is talking to one of identical interests, one with whom he has had business transactions and constant intercourse, and a knowledge that they have

MUTUAL INTERESTS

at once places him at ease, and he approaches him and makes the appeal clearly, fully and deliberately without embarrassment.

It is the local press which serves you in every emergency. There you go in trouble; it is there you go in prosperity. If you want to boom any manufacturing enterprise, any railroad project for the development of your town, for your lodge to increase its influence, or if the lodge desires to add to its membership, or to erect a new hall, or in any way advance its interests, the local press is immediately appealed to for help. So it is with our churches; if it is a picnic or a festival, a new carpet or an organ, the local press is found to be useful in furthering every good object. If a raid is to be made on sin by the ambassadors of Christ, the columns of the local paper are used freely and gratuitously in advertising the revival or protracted meeting. The candidates and politicians find also the importance of the local press.

As a rule retail and wholesale Hardware dealers are men of character, good morals and integrity, always interested in any enterprise that will advance the interests of their city.

WHEN A DEALER BUYS ADVERTISING

he wants the best article he can get; he wants to advertise in a paper that is ably edited, has a large circulation and covers all the territory possible for him to draw trade from. Newspapers can do much to attract people to your city and store. The more people brought to a city the more prosperous are all the merchants.

So, clearly, there are many reasons why the local press should be cultivated. Yet in spite of all these facts the people most interested in the local paper are sometimes the last to give it their support, and are frequently known to take several metropolitan papers and shut out their local paper altogether. If there is anything in the argument about the advantages of home trade, surely it makes a strong appeal in behalf of the local press, because the money for the labor is always expended where the paper is printed, and if paid out with one hand for subscription, advertising or job printing, it comes into the other hand and thus remains with you. If by any means you should freeze out your local paper and leave yourself at the mercy of the foreign paper, you would find out more fully than words or arguments could explain why the local paper should be cultivated.

J. L. Fulton, of Portland, chairman of Committee on Resolutions, then made his report in which the usual thanks were extended for the various addresses and other assistance given to the convention. Report was adopted unanimously.

The committee on nominations then made the following report:

President—Edward M. Bush, Evansville.

First Vice-President—A. N. Shidler, South Bend.

Second Vice-President—T. J. Lindley, Jeffersonville.

Secretary and Treasurer—M. L. Corey, Argos.

Delegates to National Convention—E. M. Bush, Evansville; A. N. Shidler, South Bend; T. J. Lindley, Jeffersonville; J. L. Fulton, Portland; H. T. Trueblood, Washington.

Alternate Delegates to National Convention—C. B. Frame, North Manchester; T. N. Layne, Cloverdale; J. G. Duprez, Shelbyville; Chas. E. Hall, Indianapolis; A. Stratman, Huntingburg.

THURSDAY AFTERNOON SESSION.

The Thursday afternoon session was called to order at 2.30 P. M. by President E. M. Bush, Evansville, and the question of district meetings throughout the State was taken up.

President Bush said that he thought these meetings would be a good thing, for if a man once attended a meeting the association had him cinched.

Z. T. Miller, Bloomington, Ill., ex-president of the National Retail Hardware Dealers' Association and representative of the Brand Stove Co., Milwaukee, Wis., then delivered an address entitled "A Survey." This address was largely of a confidential character. After brilliantly and exhaustively leading up to the causes underlying present day commercial conditions, these were critically analyzed and their possible trend was pointed out.

President E. M. Bush, Evansville, then announced the appointment of the following members of the Executive Committee: W. P. Lewis, New Albany; H. L. Fulton, Portland; Chas. E. Hall, Indianapolis.

Secretary M. L. Corey, Argos, took the floor and said: "It is pretty safe to say that we will have the parcels post defeated. We have a man on the ground who reports to me once a week, so they will not be able to steal any march on us. Chairman Overstreet, of the Post Committee says that no snap report will be allowed, as he will hear us before anything is done. We are fortunate in having an Indiana member at the head of this committee." Secretary Corey then went exhaustively into various phases of the parcels post and also went over the meeting held with the manufacturers and jobbers in Philadelphia last May. He paid an eloquent tribute to the work done in behalf of the retailers by President R. A. Kirk and T. James Fernley, of the National Hardware Association, at this conference in May, and also at Atlantic City in November.

The selection of the time, place and hotel of the next meeting was left to the secretary and Executive Committee.

Secretary M. L. Corey said: "This is the best convention we have ever had. We should have a hundred more next year."

The convention then adjourned at 4.30 P. M.

TRADE NOTES.

Potsdam, N. Y.—Howard Gilbert has closed out his entire stock of Hardware.

Scottdale, Pa.—On account of the death of D. S. Morrow several weeks ago, the Hardware firm known as Loucks, Morrow & Company has been dissolved and will now do business under the name of The Loucks Hardware Company. The new company will no doubt keep the store at as high a standard as it has been in the past.

Cape Ann, Mass.—An extensive change of business will occur shortly when D. Chester, Roger H., and Horace J. Tarr will assume the large stove, plumbing and steam fitting business of the estate of the late L. E. Smith, in this city and Rockport. For many years D. Chester Tarr has been in charge of the repairing and manufacturing end of the big plant in this city. Roger H. Tarr for many years has been sole manager of the Rockport branch of the business. Horace J. Tarr has attained a high reputation as foreman and director of the contract department, relating particularly to the installation of large plumbing and heating plants and has been more directly connected with the real work of the concern. The new partnership will continue under the name of the L. E. Smith Company and will continue to occupy all the present quarters. One change only will be made, and that is the discontinuance of the present Hardware store on the corner of Main and Water Streets. The Hardware department will be removed to a large addition 40 by 60 feet in size, which will be added to the rear of the present stove salesroom and repair department, and work on which will be begun at once.

Ironton, Ohio.—At the annual meeting of the directors of the Kelly Nail & Iron Company, the following officers were re-elected: President, Oscar Richey; vice-president, I. A. Kelly; secretary and treasurer, T. J. Hayes. The directors of the company are as follows: Oscar Richey, W. A. Murdock, Mrs. Nannie H. Kelly, of Ironton, I. A. Kelly, of Ashland, and Herbert E. Bradley, D. S. Gray and W. W. Franklin, of Columbus.

Rome, N. Y.—At the annual meeting of the Forsberg Spring & Gear Company, H. K. Pell was elected president and A. L. Pell secretary and treasurer. H. K. Pell, A. L. Pell and W. B. Pell were elected directors.

Scranton, Pa.—At a meeting of the stockholders of the Scranton Stove Works the following directors were elected: J. A. Lansing, A. C. Fuller, C. L. Jeffrey, B. E. Watson and J. W. Howarth. Mr. Lansing was re-elected president. Mr. Fuller was again chosen as vice-president and treasurer and Mr. Watson was elected secretary.

Taylor, Texas.—A. Eichel, a Hardware merchant of this city, has sold his Hardware business at Hutto to C. B. Stephens.

Tabor, Ia.—The Hardware and furniture store of W. M. Orr & Co. has been transferred to a new firm to be known as O. S. Bloedel & Company. Mr. Bloedel has for two years been the junior member of the old firm. Associated with him in the new management is Mr. J. C. Wachob from Blanchard, Ia.

Indianapolis, Ind.—Plans for an immense new business structure for the Van Camp Hardware & Iron Company, are being prepared and work will begin with the opening of the spring season. It is to be located at the southwest corner of Missouri and Maryland Streets, and devoted to the storage and jobbing end of the company's great business.

Lebanon, Pa.—Eli Atwood, formerly President and Manager of the Lebanon Chain Works, has purchased the Lebanon Chain Works from the Standard Chain Company and the new concern will be known as the Atwood Chain Works until the Standard Chain Company has abandoned the name of the Lebanon Chain Works, a matter of several weeks, when papers will be filed to secure the old name.

York, Pa.—J. F. and H. O. Neuhaus, Hardware merchants, have bought out A. B. Heathcote, a Glen Rock saddler, and have opened a harness shop in a room adjoining their Hardware store.

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SUPERVISION OF TRAVELLING SALESMEN.

By Lyle Merton.

Written for HARDWARE.

The necessity of some kind of supervision of the travelling salesmen is apparent to any employer who has need to employ one or more. The larger number of salesmen he employs the more apparent is the need.

That some one person should be responsible that each man is promptly notified of changes of prices and other details in relation to his work is recognized in every well organized establishment. In fact, it is a

DEPARTMENT BY ITSELF

and should be so considered if the very best results are to be obtained.

In these days of wolfish competition the travelling staff must not be a number of men who may have their own ideas and plans of canvassing and manner of dealing with customers unknown or unsanctioned by their employers; but they must be an organized band of workers, fully trained and disciplined for their several and respective duties, receiving orders, and fulfilling directions of their chief, who must be a master mind, who has skill and judgment and tact to dictate, and authority to execute his ideas.

THE MAN

who best understands the difficulties of the travellers' position usually has had experience himself upon the road.

It is almost an essential requisite for the position. He may not have been a success on the road, but a man of ability, tact and judgment, and therefore too good a man for the house to lose. Such a man often makes the very best man to superintend the travelling staff. The fact of his failure does not necessarily bar him from this work, as some of the very best men holding executive positions could not sell goods if their life depended on it. But at the same time they could successfully direct others.

THE MATTERS OF SUPERVISION

are chiefly prices, giving the names of new customers, posting upon the stock, advising about the financial condition of customers, and pushing trade.

Of course every man is thoroughly posted in prices before setting out. He carefully goes over his price book, comparing it with the office book, and making necessary changes and corrections. The man who has charge of the pricing puts all changes as they occur in a memorandum book. The name of the article is merely put down in a column and then a column is left blank for each salesman; who when in the house checks opposite each article as he makes the change in his book. If he should be on the road the changes are sent him by mail and then the items are checked when the letter is sent. Thus a tab is kept on all changes and the notification sent the travelling men. Sometimes a new customer appears on the horizon and the traveller must be notified at once. Or when his customers are getting behind in their payments, these are matters which need the attention of the traveller. He may be required to interview the delinquent and get a statement of his affairs. Instructions in these matters must often be given quickly and at short notice.

The man who has the oversight of these details must know each day just where he can communicate with every man under him, either by telegram, telephone or letter. Matters of importance are continually coming up where the necessity of quick information and decision mean the gain of hundreds of dollars.

THE MAPPING OUT THE ROUTE

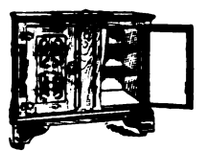
is therefore an important part of this person's duty. He thus knows day by day in what town every man is. The traveller each day mails to his house a report which sets out in detail each day's work, giving the name of each customer called on and whether sold or not, and if not the probable reason. Should a customer be from home, the house can send him a letter explaining the fact that the traveller was unable to see him and suggesting that he mail his order in, which would receive the same attention in prices as if given to the agent.

This is not entirely satisfactory, and oftentimes no reply is forthcoming; but it cannot fail of this one object of showing the customer that his account is valued and an effort put forth to retain his patronage.

The man who has charge of the travelling staff must know a good deal about each customer. This information is gained by an acquaintance of the orders shipped him, by conversation with the traveller regarding each man sold, and also by a trip over the ground, oftentimes merely a hand-shake being the only salutation exchanged. But such acquaintance tends to cement the business connection between buyer and seller and explains many difficulties which could not otherwise be explained.

THE "JEWETT" REFRIGERATORS.

The John C. Jewett Mfg. Co., Buffalo, N. Y., are of the oldest manufacturers of reliable refrigerators in the country, having an experience covering half a century; in fact they were the first to give individuality to that line of business by incorporating in their construction every possible improvement the skilled inventors in their employ were able to bring into existence, so that to-day no more perfect articles for household use, embodying so much of inventive excellence, appeal to the modern housekeeper as the refrigerator. Among those of improved construction put upon the market by the J. C. Jewett Mfg. Co. may be mentioned the "Labrador"



"LABRADOR."

which is like two small refrigerators in one, having removable ice chamber in the center, creating a double circulation so that one side may be reserved for cream or butter. They also manufacture the "Jewett" glass lined refrigerator, lined throughout with opal glass and provided with tin wire



"MOHAWK."

shelves. This refrigerator is claimed to be the most sanitary refrigerator on the market as it certainly is one of the handsomest. While manufacturing high grade refrigerators as those we refer to, the Jewett Mfg. Co. also make a lower priced glass lined refrigerator named the "Crystal" and they also make the usual grades of a cheaper kind, lined with



zinc, among which the "Jewett" and "Mohawk" grades are of recognized merit. The continued success of the company in marketing these products of popular appreciation have made it necessary for the last three years to increase the facilities for manufacturing each year. We advise our readers to send for their latest catalogue which will be forwarded on request.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED FEB. 1, 1904.

356,797. FISH TRAP, J. P. Smith, Exeter, N. H.
356,804. CARPET STRETCHER, A. Stockdale, Walcott, Iowa.
356,820. SAW HANDLE, C. W. Boynton, Brooklyn, N. Y.
356,881. SAD IRON, G. J. and J. P. Murdock, New York, N. Y.
356,895. TEA KETTLE, H. Sangster, Buffalo, N. Y.
356,913. MOP WRINGER. L. Bernett, Litchfield, N. Y.
356,925. COMBINATION TOOL, T. E. Chamberlain, Arkansas City, Kans.
356,936. POCKET CORKSCREW, L. B. Haff, Englewood, N.J.
356,966. COMBINED CARVING FORK AND STEEL, B. Rush, Flint, Mich.

PATENTS ISSUED FEB. 2, 1904.

750,802. DOOR CHECK AND CLOSER, W. J. Bryon, Jr., New York, N. Y.
750,849. SCREW DRIVER, J. P. A. Hanlon, Somerville, Mass.
751,093. SASH CORD HOLDER, W. Munro, New Britain, Conn.
751,202. BOLT CLIPPER, H. K. Porter, Chelsea, Mass.

PATENTS EXPIRED FEB. 8, 1904.

357,188. HINGE FOR STEP LADDER, A. Edmondson, John B. Moorehouse, and T. A. Proctor, Skipton-in-Craven, County of York, England.
357,206. FISHING ROD CASE, G. Kamp, Utica, N. Y.
357,245. RATCHET TOOL HANDLE, J. Swan, Seymour, Conn.
357,267. WINDOW SCREEN, J. A. Bryan, Prescott, Ark.
357,298. DEVICE FOR OPENING STOVE DOORS, C. H. Wood and E. M. Brown, Bangor, Me.
357,312. PICTURE CORD AND HOOK HANGER, G. B. Fowler, Brooklyn, N. Y.
357,353. POCKET KNIFE, J. Wiesner, Manchester, N. H.
357,429. TOOL HANDLE FOR INTERCHANGEABLE TOOLS, E. Walker, Erie, Pa.

PATENTS ISSUED FEB. 9, 1904.

751,849. CASTER, J. Etheridge, Hamilton, Ohio.
751,565. COFFEE OR TEA POT, G. E. Savage, J. W. Chapman, Meriden, Conn.
751,601. EGG BEATER, G. J. Angerbower, Forrestville, Conn.
751,809. SASH FASTENER, R. S. Reid, Timara, New Zealand.
751,821. WRENCH, Patrick Toohey, Darragh, Pa.

PATENTS EXPIRED FEB. 15, 1904.

357,580. DOOR HANGER, W. B. Cogger and H. A. Hamlin, Minneapolis, Minn.
357,620. SASH CHAIN, G. T. Moore, New York, N. Y.
357,693. POTATO MASHER, T. F. Timby, Brooklyn, N. Y.
357,706. STEP LADDER, W. F. Gordon, Bay City, Mich.
357,718. HAIR CLIPPING MACHINE, L. S. Lee, Philadelphia, Pa.
357,900. AUTOMATIC HOSE REEL, D. T. Boyle, Chicago, Ill.

PATENTS ISSUED FEB. 16, 1904.

752,050. MITER CUTTING MACHINE, Ralph Dunne, Dunedin, New Zealand.
752,051. CURLING IRON, Warren C. Dyer, St. Louis, Mo.
752,062. SASH FASTENER, James E. Gibbs, Bridgewater, Va.
752,113. COFFEE OR TEA POT, George E. Savage and George W. Hope, Meriden, Conn.
752,136. WRENCH, Milton Wenger, New Holland, Pa.
752,143. SHOE POLISHER, George B. Coleman, Memphis, Tenn.
752,171. DOOR STOP, Oswald Lockett, Michael J. Kenny, John P. Stimebach and Theodore H. Udell, Chicago, Ill.
752,235. SASH WEIGHT, John T. Leonard, New York, N.Y.

GEORGE R. ELLIS.

George R. Ellis, secretary-treasurer of the Enterprise Foundry & Fence Company, Indianapolis, Ind., formerly Ellis & Helfenberger, died at his home in that city February 12. He was born in Ohio in 1844 and served through the Civil War, taking part in its greatest battles, under General Thomas. In 1889 he formed a partnership with Wm. Helfenberger in the foundry and fence business. The business has been a prosperous and constantly growing one. Mr. Ellis leaves a widow and two daughters.

SECRETS KEPT BY POOR MEN.

Some men poor in this world's goods hold secrets that are worth fortunes, but refuse to divulge them, though tempted by the prospect of money enough to enable them to pass the remainder of their lives in ease and luxury. In England there is a small cottage among the marshes on the Thames which hides a secret that Russia offered $200,000 for less than 10 years ago. It is the spot that is the key to the situation of the submarine mines guarding the world's metropolis. It is situated among dozens of similar structures and five men who go to and from their daily work like ordinary beings alone know which it is and how the electric switchboard it contains can be so manipulated as to sink a powerful fleet in 10 minutes.

At a certain seaport on the east coast of England there lives a grocer who could let his premises to a European power at a rental of thousands a year if he chose. Adjoining his cellars are the passages communicating with the mines which control the entrance to the harbor, and even he is not permitted to gratify his curiosity, for several sets of doors fitted with secret locks defy the intrusion of any unauthorized individual.

Whenever a secret treaty is arranged between this country and foreign powers it is duly "set up" and printed by government printers long before the public has any idea that negotiations are in progress. These printers are paid no exorbitant wages for their silence, though any one of them could sell the head of the treaty to a foreign nation for a small fortune.

In an American battleship there are said to be over 500 secrets, any one of which would command a fabulous price if put up for sale. In building the ship a small army of workmen are engaged, to whom the majority of these secrets are perfectly lucid. But, in spite of the fact that their wages average about $20 a week, it is an unheard of occurrence for a piece of secret information to leave a drydock.

The postmaster of a small village in Ohio owns a secret which many unscrupulous folk would pay much to know. His name is Gustav Francks, and being an experienced chemist he hit upon a method of removing ink-stains from used postage stamps a short time ago, and to his credit be it said that he laid the discovery before the government. He was offered $50,000 for his silence, a bribe which he stoutly refused on the grounds that his honesty was above price.—Daily paper.

Improved Natural Stone

Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

Send for prices and discounts.

We manufacture Sanitary Stoneware of every description.



Fulper Pottery Co. Flemington, N. J.

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REVIEW OF THE MARKETS.

WIRE NAILS. The continuous orders which have been given for Wire Nails are based upon the belief that the market is strengthening in such shape that higher prices will prevail before long. The mills already have order books too well filled for prompt shipments, while freight conditions are of a congested character as at present. In view of this possibility every effort is being made for urgent deliveries. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.90
Retailers, carload lots	1.95
Retailers, less than carload lots	2.05

New York. The stormy conditions that have prevailed recently have not increased the local demand, which is far from brisk. The market, however, is firm and steady at the following quotations:

Single carloads	$2.05
Small lots from store	2.15

CUT NAILS. The low price comparatively that is the present base on Cut Nails, has been the means of placing a number of good sized requisitions on the order books of the mills, with the prospect this season of there being a wider distribution than usual of this staple. On either Steel or Wire Nails, with no discrimination as to locality, quotations are as follows:

Carload lots	$1.70 base
Less than carload lots	1.75

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand is a limited one, much on account of weather conditions, more attention being given to immediate wants. Quotations are as follows:

Carloads on dock	$1.84½
Less than carloads on dock	1.92½
Small lots from store	2.00

BARB WIRE. Mill order books are full of orders for specified deliveries, and every effort is being made to fulfill all requirements, keeping shipments as regular as required. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.20	$2.50
Retailers, carload lots	2.25	2.55
Retailers, less than carload lots	2.35	2.65

SMOOTH FENCE WIRE. There seems to be no apprehension of any lower prices this season, and the feeling is well grounded, when the orders already booked at the mills is taken into account. Mills are working every machine every hour possible, in order to keep abreast of the demand. Quotations are as follows, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.85
Retailers, carloads	1.90
Less than carloads	2.00

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

CORDAGE. Trade is a satisfactory one, and moderately good with most manufacturers; prices are fairly well maintained. Second grade Manila ½ to 1 cent per pound lower. The usual rebate of ¼-cent per pound being given to carload buyers:

Pure Manila, 7-16 inch and larger	11½@12
⅜ inch	12 @12½
¼ inch and 5-16	12½@13
Pure Sisal, 7-16 inch and larger	9¼@ 9½
No. 2 Sisal, 7-16 inch and larger	8¼@ 8½
⅜ inch	8¾@ 9
¼ inch and 5-16 inch	9¼@ 9½
Lath Yarn, Medium and Coarse	8½@ 8¾
Jute Rope, No. 1	6½
No. 2	6

TACKS. The Rockford Tack & Nail Co., Rockford, Ill., quote the following discounts on their complete line. These are announced for the retail trade, freight being allowed on all shipments of 300 pounds or more:

Upholsters Tacks, bulk	90-45-10%
Upholsters Tacks, packed in papers	90-45-10%
American Cut Tacks, bulk	00-40-10-10%
American Cut Tacks, papers	90-25%
Swedes Cut Tacks, bulk	90-30-10-10%
Swedes Cut Tacks, papers, ½ wgt. or full wgt.	90-30-10-10%
Carpet Tacks, blued or bright, bulk	90-45-10%
Carpet Tacks, tinned, bulk	90-45-10%
Carpet Tacks, ¼ wgt. or ½ wgt	90-20-10-10%
Carpet Tacks, Rainbow Brand, 500 count, blued, per gross	$3.50
Carpet Tacks, Red Label " " " "	3.25
Bill Posters Tacks, blued	90-45-10-5%
Bill Posters Tacks, tinned	90-45-10-5%
Gimp Tacks, blued	90-45-10-5%
Gimp Tacks, tinned	90-45-10-5%
Hungarian Nails, papers	80-30-10%
Lace Tacks, blued, bulk or papers	90-40-10%
Looking Glass Tacks	70-10-10%
Trimmers Tacks, S. S.	90-30-10-10%
Trunk & Clout Nails, bulk or papers	80-10-5%
Trunk & Clout Nails, tinned, bulk or papers	80-10-5%

The above prices are for Straight Weights, an extra 5% is given for Star Weights and an extra 10-5% on Standard Weights.

Freight allowed on orders of 300 pounds or more per shipment.

CARPET SWEEPERS. The present prices of the National Carpet Sweeper Co., Marion, Indiana, are as follows:

Marion Roller Bearing regular finished, full nickel	$24.00
National Queen Roller Bearing fancy veneers, full nickel	27.00
Monarch Roller Bearing Nickled	22.00
Monarch Roller Bearing, Japanned	20.00
Marion Queen Roller Bearing regular finishes, full nickle	24.00
Transparent Roller Bearing (plate glass top) nickled	36.00
Monarch Extra Roller Bearing (17-inch case) nickle	36.00
Monarch Extra Roller Bearing (17-inch case) japanned	33.00
Perpetual Regular Bearings, nickle	20.00
Perpetual Regular Bearings, japanned	18.00
Auditorium Roller Bearing (26-inch case) nickle	54.00
Mammoth Roller Bearing (30-inch case) nickle	60.00

$0.50 per dozen rebate on 3 dozen lots.
1.00 per dozen rebate on 5 dozen lots.
2.00 per dozen rebate on 10 dozen lots.
2.50 per dozen rebate on 25 dozen lots.

LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels...43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The weather is having its effect on trade, which is hardly a cause for wonder, when according to weather reports there have only been seven days since Thanksgiving when the thermometer has gone above the freezing mark at any time within the 24 hours. Under such conditions outdoor work is out of the question, and there can be but little active demand until open air labor is resumed. There is quite a large amount booked of future business, and there seems to be justification for the belief that Spring will bring a large increase in the amount of business. Prices are remarkably free from changes, and we have about as many advances to report as declines. Perhaps the most important advance in the last few days has been that of building Hardware, which has been marked up 10 per cent., and we learn that further advances in some heavy staples are expected in the near future. The Axe Trust has announced its prices, and it still remains to be seen how the new plan of selling axes by weight will be

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received by the trade. This is altogether a new departure and while apparently a reasonable one, still it is a question whether a consumer ever bought a heavier axe simply for the sake of getting more for his money. On the contrary, it is quite likely that most axes have been purchased simply as they happen to suit the buyer than any regard whatever as to weight. New prices on hatchets have also been announced and as is natural in the case of new Trusts, prices have been somewhat advanced. BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

The continued depression in iron and steel is disappointing. It is difficult to see how so great a change could come in so short a time. Labor troubles in commercial centers, where steel and iron are so largely used, have material influence in causing it. Nearly half the population are engaged in agriculture with double the capital used in manufacture, and with a prodigal income estimated at five billions annually, have been little effected by the Wall Street strain, and yet the steel and iron business seems paralyzed. Nobody yet feels that this condition can long continue. Purchases for future shipment indicate the feeling of confidence in a good Spring trade, but if the depression in iron and steel is not relieved it may undermine this hope. Politics will likely effect business. "With one party on the hind car putting on the breaks, and the other shoveling coal into the engine," there may be some danger of a smash-up, but the man in charge is not inquiring what the fellows in the hind car want. They have been burroughing in dung hills to find material for a platform, but have failed to find an odor other than that they make. The strenuousness of President Roosevelt, so offensive to them, has resulted in such splendid achievements that it dismays them. He is so saturated with love of country with convictions and splendid courage, that does not wait for public opinion, but helps to make it, that shows he can be both right and President. "Is it right?" is a determining factor in his policy. His ideals are permeated with ethics rather than expediency. Every citizen is honored in honoring him, and the world is more wholesome when such a man is honored.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

An "old fashioned winter" has held the country in its icy grip with only an occasional day, or part of a day, intervals up to the present writing. This has had a very bad effect on trade, and there has been quite general stagnation in the retail merchant trade recently. When the weather moderates, which should be very soon, we look for a rush of Spring business as the retailers are not overstocked and the farming community are in good condition for buying all they need. Manufacturers are getting started gradually and the coke industry has a good part of its ovens burning. The coal companies are trying to get a 15 per cent. reduction in wages, which advanced 66 2-3 per cent. in the past six years, but have not as yet come to an agreement with their employees. It will be a serious matter to this community if an agreement is not reached before April 1st, as there are many thousands of employees who will be thrown out of employment at that date unless it is. The old proverb "It's an ill wind that blows nobody good" is exemplified in the Baltimore fire. It is expected that two of Pittsburg's industries will get large orders from the rebuilding, viz: Structural Steel and Clay Fire Proofing Material. These modern building materials withstood the fire well and will no doubt be largely used in rebuilding the city.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

We have been having cold weather ever since November, and sleighing all the time. For a few weeks we have had zero weather, and everything is frozen up good and stiff in this part of the State. Railroads have been blockaded by unusual snow storms, and some branches of the roads in this section have been abandoned for as much as a week at a time. Freight has been very irregular, and long delayed. This has caused all business to be very quiet, except the coal business. MORLEY BROTHERS.

THE BIRMINGHAM TRADE.

We are pleased to report that the trade is good and prospects are encouraging. The most remarkable thing in our section is the price of cotton, which, contrary to the former years, the farmer has reaped the benefit instead of the Stock Exchange dealer, and hence it has stimulated trade. This has had the effect of enhancing farm lands, and keeping the people on the farms contented, and further to send many from the cities back to the country. The low price of iron has had the effect of making people examine cost sheets more carefully and also look to the expense of production, which is highly proper. There is considerable work in progress building railroad lines in the State, which helps to swell the volume of trade. The architects report fair prospects for work in their line, and altogether, our section of the country is contented and at work.

MOORE & HANDLEY HARDWARE CO.

THE DAVENPORT TRADE.

The severe cold weather continues and the result is not beneficial to trade. There has been too much speculation in stocks and in get-rich-quick schemes, and there has been too much money diverted from its natural channels, causing losses among people of small or moderate means. This is having its effect on commerce, and the end is not yet. We are compelled to report two or three small failures among our customers, one of which occurred in this conservative, financially strong city of Davenport. Values are practically unchanged and collections might be better.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

In this correspondence two weeks ago the fact was recorded that Southern California people of faith in prayer were rallying in their houses of worship and imploring the Supreme Being for rain. In the meantime goodly downpours have generously soaked that dry section of the State, and likewise every other portion, including the entire Pacific Coast territory.

Hardwaremen, in commenting upon trade conditions, present and prospective, and who in such line of thought never omit reference to the weather as a prime factor, are at variance on the question as to material good that will result. Treasurer Joseph Sloss, of the Pacific Hardware and Steel Company, is of the opinion that these late rains, which came about five weeks after the farmers were ready for them, "will prove not materially helpful to the drouth-stricken sections of the country, yet limitedly helpful. The farmer planted in due season, a wider acreage than usual, naturally expecting old reliable nature would do her part in due season, and this good and hopeful feeling of a few months ago was reflected by like hopeful Hardware dealers who in turn pleased the ubiquitous traveling men and his employers with generous orders; and there you have it in a nutshell. Now don't write me down as a 'knocker,' for we're receiving no countermands and are not looking for any, but believing that good harvests and good times will be the unfolding of the year, will only add that man's views of nature are very limited." Mr. Sloss should also be included with Mr. Rulofson, of Baker & Hamilton, Mr. Sites, of the Palace Hardware Company, and Mr. Philpott, of Philpott & Plummer, as commentators on the forthcoming three days' annual meeting of the California State Retail Hardware Association, beginning March 2d. Each one severally spoke of this meeting as one foretokening such unusual consequence to every dealer in the State that already upward of three hundred and fifty have sent the management assurances of attendance.

The latest opening in the trade is the Ferry Hardware and Paint Co., at 12 Market Street, with full lines of Hardware, cutlery and sporting goods, a specialty being Builders' Hardware and mechanics' tools. The personnel of the firm is representative of ripe, practical experience. The senior member is A. Rittigstein, of successful Hardware store proprietorship on both sides of the bay, and the junior member, W. H. H. Schenck, is from a twelve years' connection with Dunham, Carrigan & Hayden Co.

INDUSTRIAL PRESS ASSOCIATION.

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PREMIUM PAINT
PITKIN'S
BARN PAINT
YEARS
GUARANTEE
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GEO. W. PITKIN CO.
CHICAGO, ILL.
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Invincible, too, as a quick seller, simply because it is positively The Best Safety Razor on the market to-day.



"Invincible in quality, workmanship and finish" is the estimate which millions of satisfied users have put upon the Gem because it has stood the hardest test.

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Back View



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12 INCHES HIGH, 12 INCHES WIDE.

Our Catalogue tells a convincing tale. Write for it, mentioning HARDWARE.

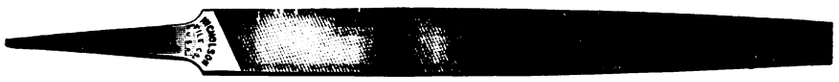
OUR SILENT SALESMAN
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OHIO HARDWARE ASSOCIATION PROGRAMME.

The Ohio Hardware Association are holding their annual convention as we are going to press, at the Hollenden Hotel, Cleveland. The proceedings will be in accordance with the following programme:

TUESDAY SESSIONS.

9.30 O'Clock—Meeting of Executive Committee.
2 O'Clock—Convention called to order by the President.
Opening Prayer, Rev. Casper Wister Hiatt, D.D.
Address of Welcome, Hon. Tom L. Johnson, Mayor of City of Cleveland.
Response, Vice-President J. F. Baker.
Roll Call of Members.
Reading of Minutes.
President's Annual Address, W. P. Bogardus.
Appointment of Committees:
Resolutions,
Nominations,
Question Box,
Laws Relative to the Hardware Trade,
In Memorial,
To Our Better Acquaintance.
Report of Committee on Arrangements.
Paper—"Trade Relations Between the Retailer and Manufacturer," J. S. Brainard.
Discussion.
Adjournment.
8 O'Clock—Theatre Party given by Cleveland Manufacturers and Jobbers.

WEDNESDAY SESSIONS.

9.30 O'Clock—Address—"The National Association," Pres. W. P. Bogardus.
Report of Financial Secretary, W. C. Jones.
Report of Corresponding Secretary, D. R. Burr.
Address—"The Parcels Post," C. A. Hutsinpillar, Ironton.
Discussion.
Question Box.
Recess.
2 O'Clock—Report of Grievance Committee.
Report of Insurance Company, Geo. M. Gray.
Report of Delegates to National Convention, F. A. Bare, Mansfield.
Address—"The Advantages of System in a Retail Hardware Store," C. S. Johnson, Barberton.
Discussion.
Question Box.
Adjournment.

WEDNESDAY EVENING.

Banquet.
Chamber of Commerce Building.
Toastmaster, W. P. Bogardus.

THURSDAY SESSIONS.

9.30 O'Clock—Report of Committee on Laws Relative to Hardware Trade.
Report of Memorial Committee.
Report of Committee on Nominations.
Paper—"Does It Pay?" John F. Baker, Dayton.
Discussion.
Question Box.
Recess.
2 O'Clock—Report of Committee on Resolutions.
Paper—"Advertising a Retail Hardware Store," J. C. Fuhr, Williamsburg.
Unfinished Business.
Election of Officers.
Selection of Next Place of Meeting.
Adjournment.

MINNESOTA RETAIL HARDWARE DEALERS' CONVENTION.

An extremely interesting programme has been prepared for the meeting of the Minnesota Retail Hardware Dealers' Association, which will be held at St. Paul Feb. 24th, 25th and 26th next:

WEDNESDAY AFTERNOON SESSION—2 P. M.

Address of Welcome—Mayor Smith.
Response—C. D. Decker.
Remarks—President Tomlinson.
Announcement of Committees.
Committee on Nominations.
Address, "Organization"—Fred. M. Mason.
Election of Officers.
Secretary's Report.
Treasurer's Report.
"Salesmanship," by A. F. Sheldon, Chicago.
Paper, "Impressions"—E. H. Loyhed.
Voluntary Remarks by Members.
Adjournment.

THURSDAY MORNING SESSION—9 A. M.

Retail Hardware Insurance Company, Meeting of Policy Holders.
Address—President C. F. Ladner.
Secretary's Report.
Treasurer's Report.
Address, "Insurance"—Hon. E. H. Dearth.
Election of Directors.
Intermission, 20 Minutes—Payment of Dues.
Address, "Work of the 'National'"—Secretary M. L. Corey.
New Business.

THURSDAY AFTERNOON SESSION—2 P. M.

Open Meeting.
Address, "Hardware"—Rev. E. C. Clemans.
Report of Committees.
Address, "Present Business Conditions"—R. A. Kirk.
Discussion by Members—"Is There Profit in the Shop?"
Opening of Question Box.
Adjournment.

THURSDAY EVENING SESSION—8 P. M.

"Social" at Commercial Club rooms, by courtesy of St. Paul Commercial Club. All are invited.

FRIDAY MORNING SESSION—9 A. M.

Open Meeting.
Enrollment of New Members.
Question Box.
Remarks by Jobbers and Manufacturers.
Traveling Men Have the Floor.
Next Meeting.
12 M.—Adjournment.

ORNAMENTAL HARDWARE OF TO-DAY.

The builders' Hardware manufactured in this country fifty years ago was looked upon and treated as a mere mechanical device. Little, if any, effort was made to develop the ornamental side of it. The better class of ornamented goods then used came from England. The faint attempts of American manufacturers at making ornamental Hardware were confined to the production of a few patterns in low relief, chiefly in so-called Eastlake and Japanese designs. Nobody, not even the well-to-do, called for really artistic Hardware that was in conformity with the style of architecture of the buildings, perhaps for the reason that there was no style at all to the average red brick front or "dry goods box" style of houses built in those days. Exceptions to this were, perhaps, the few residences of the Stewarts, the Vanderbilts and other prominent families in New York and the larger cities

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

of the country, where competent architects and unlimited means secured a thorough and artistic execution of even the minor details in a building, and the ornamental part of Hardware also received proper consideration.

It was not much before 1870 that American manufacturers felt the necessity of producing artistic Hardware in different schools of design. H. H. Richardson and his many imitators were just then introducing and popularizing a modified form of Romanesque architecture which found expression in some of the most notable churches, libraries, public buildings and business houses erected during that period, and a consequent demand for Romanesque Hardware was the result which manufacturers were quick to meet.

The next decade brought the Queen Anne and colonial styles into public favor for private residences and cottages, the former to be discarded soon—the latter to stay and flourish. For the more luxurious city houses, theatres, hotels and other prominent structures, Renaissance and Neo-classic architecture came into favor, and the demand for Hardware in these schools of design, as well as in Flemish, Elizabethan, Rococo, Empire and Adams, which became favorites during the latter '80's and through the '90's, had to be met as it arose, until the leading manufacturers of Hardware were in a position to furnish goods in more than a dozen different schools of design. All the leading American architects had by this time fully realized the importance of Hardware as an ornamental feature in a building, and in most cases gave it personal attention, either by making special designs or selecting themselves the proper styles from stock. The education of the American public in art matters, too, has made such rapid progress that the average home builder is now-a-days filled with a desire to have his house, his every room and corner tastefully decorated and embellished, and is quick to realize that doors trimmed with attractive and artistic Hardware enhance the appearance of a single room as well as of the entire house.

And why should not Hardware generally receive as much and more consideration than chandeliers or electric fixtures or railings, and be made a thing of beauty as well as usefulness, since everyone in the house looks at it and handles it many times a day? Indeed, many a building of quite indifferent appearance can be made attractive, or at least interesting, by trimming it with good, new Hardware. This is particularly the case in most of our larger Eastern cities, where the dismal rows of once fashionable brick and brown stone houses with high stoops and cast iron railings have absolutely nothing to attract the eye of the passer-by, or distinguish one house from the other. There, a set of artistic new door trimmings will give the house a distinction which will at once separate it from its languid and dreary looking neighbors. Here, indeed, is a good field for the wide-awake dealer in Builders' Hardware to get the owners of such buildings interested in the subject, and to convince them that the outlay for new and up-to-date Hardware on his property is one of the best investments he can possibly make, and it is to be hoped that ere long those primitive looking styles of Hardware which filled the bill in the days when any old thing would go, will disappear from sight and be replaced, even in the humbler homes, by Hardware that is what it should be, a thing of usefulness and beauty.—*The Corbin*, published by P. & F. Corbin, New Britain, Conn.

Cause of the Mirth.

"Bridget," said Mrs. Hyflyte, "your lady friend mustn't stay so late hereafter. Her uproarious laughter woke me up at 1 o'clock this morning."

"Yis, mum; I was tellin' her about how you tried to make cake wan day."—*Indianapolis Sun.*

MOVING TRICK PICTURES.

Trick photographs are almost as old as the art of photography itself, and pictures of animals with the heads of well-known persons, or of the same man seated around a table in different attitudes, are mysteries only to those who do not know how they are made. The purveyors of moving pictures, which, though capable of such extensive use in instruction, seem lately to have degenerated into a rather mediocre form of amusement, have not been slow to realize the possibilities that are offered in this direction. Some instance of these, with explanations, are thus given:

One of the latest mystery pictures is "The Human Incubator." A man is represented standing before a table on which there are six eggs and a plate. He takes up one egg, breaks it about a foot above the plate, and, as the contents strike the latter, a little chick picks itself up and runs over the table.

This he dies with each egg in succession. When the six chicks are running about he holds the last broken shell above the plate, a chicken runs back and apparently jumps into one of the shells, which is placed on the table again whole.

This is one of the simplest of all the pictures. In reality

CLIPPERS HOTCHKISS CLIPPERS



Adjustable Combs—Two Sizes.

Large, Complete and Superior Line

BARBERS, TOILET, HORSE AND FETLOCK CLIPPERS

Careful workmanship. Fine style and finish. Best of material. Many years experience. Large output and recently still further increased. Prompt and careful attention given all orders. Adjustable combs can be furnished with all Barber and Toilet Clippers.

Write for and keep on file Hotchkiss Clipper Catalogue and Prices. Orders solicited for prompt shipment.

EDWARD S. HOTCHKISS, Manufacturer

Carbon St., Bridgeport, Conn.

Successor to Hotchkiss Sons. Established 1850

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the man stands before the camera and breaks an egg into the plate. He then reaches out for a little chicken, which is handed to him, and puts it on the table. Naturally, it immediately runs on the table. The same thing is done with each of the six eggs, until the same number of chickens have actually been put on the plate.

When the film is developed 10 to 15 feet of it represents the man reaching out and putting the chicken on the plate. This part is cut out of the main strip, and the section of the film representing the contents of the egg striking the plate is attached to that showing the chicken picking itself up from the center of the plate, where it had been placed in the interval. The apparent impossibility of the tiny fowl returning to the egg is accomplished merely by reversing the course of the film—that is, making the picture operate backward.

Two similar pictures are "The Tramp's Miraculous Escape" and "The Photographer's Mishap." In the first one, two tramps meet on a railroad track and exchange embraces. One produces a bottle and goes on, leaving it with his colleague on the road.

The tramp who receives the bottle sits down on a railroad tie, takes several good "pulls" at it and finally goes to sleep. Suddenly a fast express makes its appearance, and being unable to stop in such a short distance, strikes the unfortunate man and scatters "fragments of him" in every direction. The train is stopped, and train hands return to gather up the remains. After carrying them for a short distance on a stretcher the tramp jumps up alive and makes a dive for his bottle, which has been left behind.

An invariable groan of horror comes from in front of the canvas when the train strikes the body, for it seems impossible that it is not a reproduction of an actual catastrophe. A man is really photographed on the tracks until the locomotive gets near. Then the camera is stopped, and the man steps out of harm's way. Another picture is taken with a dummy in the same position, and this time the locomotive is permitted to mangle it. The camera is again stopped, the real man substituted for the remains of the dummy, and the third picture represents the marvelous resurrection. When the three films are adjusted so they run continuously, the affair is extremely realistic.

One of the most humorous of the mysterious pictures is "The Mysterious Doctor." A cripple enters the doctor's office, hobbling along on his hands, both legs having been taken off just below the hips. The doctor places the man on the table, and taking two legs from a closet places them in the proper position on the patient.

The latter finds to his delight that the new legs adhere firmly and he jumps from the table and dances around the room. The doctor then places a sheet around him, and, with the idea of bettering his countenance, takes a huge saw and saws the man's head off. He takes another head from a nearby table and puts it on the patient.

The man who enters the doctor's office is really a cripple without legs. After the wonderful surgeon brings out the two legs, and apparently affixes them to this unfortunate patient's body, the lens is closed, while a man with two sound legs is substituted. Of course, only the substitution of a dummy is required before the doctor saws off the head, and then a restitution to show the live man with the new head.

The Colonel.

"How did he get his title of Colonel? Did he ever live in Kentucky, or was he on some Governor's staff once?"

"No, he once had a half interest in a race horse."—*Chicago Record-Herald.*

Has No Need.

Doubleday—What did Singleton say when you invited him to join our club?

Wederly—He said home was good enough for him as long as he remained a bachelor.—*Chicago News.*



TO METAL POLISHERS.

We can now fill promptly all orders for grain corundum (emery is an iron ore containing corundum.) Our new mill has a greater capacity than any other abrasive plant in the world.

Substitute a pure Canadian product, CRAIG MINE CORUNDUM, for the impure foreign corundum called emery.

Write us regarding a yearly contract.

THE CANADA CORUNDUM COMPANY, Ltd.,

Toronto, Canada.

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COLORADO RETAIL HARDWARE DEALERS' ASSOCIATION.

The Colorado Hardware Dealers' Association held its second annual convention at the Windsor Hotel, Denver, on Monday and Tuesday, 15th and 16th inst. The registration records show that the membership is now about one-half of all the dealers in the State.

MONDAY MORNING SESSION.

The convention was called to order at 10 A. M. The first order of business was the announcement by the chair of the various convention committees and appointment of sergeant-at-arms. This was a short session and, after other preparations had been made for the sessions to follow, adjournment was taken at 10.30 A. M., when the members were entertained by the local Hardware dealers and jobbers by a trolley ride to points of interest about the city.

MONDAY AFTERNOON SESSION.

At the afternoon session, which was called to order at 2 o'clock, F. A. Ellis, of Denver, delivered a speech of welcome to the association. An appropriate response on behalf of the members was made by President A. L. Branson, of Trinidad. The president's address was the next in order, and was accepted and ordered placed on file. On account of the absence of members of the Committee on Resolutions, two vacancies had to be filled.

After the appointment of an Auditing Committee the secretary-treasurer's report was received and, on motion, accepted. Some discussion followed in regard to the matter of increasing the dues. Informal remarks following by George Tritch, of the Geo. Tritch Hardware Company, Denver. An address on the subject of "The Ideal Relations Between Manufacturer, Jobber and Retailer" was made by J. M. Killen, of Pueblo.

PARCELS POST.

The Parcels Post bill was the next subject which came up for attention, and an effort was made to find out how the members stood and what effort they had made in bringing this matter before their respective Congressmen and Senators.

General discussion was invited along the line of the relations existing between the jobbers, catalogue houses and retailers. The question of honorary membership was brought up, but action deferred. It was suggested that a special invitation be tendered to the jobbers to come before the open session on Tuesday, provided this feeling was the sentiment of the members present at the executive session. The session adjourned at 5 o'clock.

SMOKER.

In the evening, through the courtesy of the local jobbers and dealers, an entertainment in the form of a smoker was provided at the East Turner Hall.

TUESDAY MORNING SESSION.

The convention opened in executive session at 10 A. M., the first order of business being the presentation of the report of the chairman of the Grievance Committee.

Before action was taken on the report a committee was appointed to confer with the Lumber Dealers' Association and request of that body, in convention at the Albany Hotel, the appointment of a similar conference committee to discuss the Parcels Post measure.

General discussion of the Grievance Committee's report followed, and it was finally recommended, on motion, duly seconded, that the report be accepted and placed on file, and a vote of thanks was extended to the committee for its services.

The Auditing Committee presented a report, with some recommendations, and after consideration the report was duly accepted.

The Committee on Drafting New Constitution and By-Laws was next called upon, and, after reading the revised sections, they were passed upon separately and then finally accepted as a whole. The Nominating Committee was instructed to report at the afternoon session.

CONFERENCE WITH LUMBER DEALERS.

A favorable report was received from the Lumber Dealers' Association, advising the appointment of a committee of three to meet the Hardware dealers, the conference to be held at the Albany Hotel. The morning session adjourned at 1 o'clock.

TUESDAY AFTERNOON SESSION.

The association assembled at 2.25 o'clock in open session, for the special purpose of conferring with the jobbers and their representatives on the matters which were discussed at the executive session in the morning. Views were freely expressed on both sides, and it was thought that the way was cleared for the satisfactory adjustment of some of the grievances.

The Committee on Resolutions tendered their report, which was accepted.

The Committee on Nominations recommended the re-election of the present staff of officers, which met with unanimous approval. After some responses by the re-elected officials, followed by a general discussion, the convention finally adjourned at 4.30.

The Executive Committee met immediately after adjournment for the purpose of electing a secretary-treasurer, and F. C. Moys, of Boulder, was again selected.

MANUFACTURE OF PAPER AND PAPER PULP.

Improved methods in machinery and the great change in the character of materials used have had an important bearing upon the printing art. In the earliest mills established in this country, the raw fiber, after being prepared in the beating machine, was formed into a sheet in the mold or wire sleeve which was dipped from the pulp vat by hand, the water drained off and the pulp left in a wet sheet in the mold. The sheets so made were turned out upon a felt press and then dried by exposing to the air in single sheets. Such mills were small and the output was limited. Strictly hand-made paper to-day is a rarity, although it exists. By the aid of the Fourdrinier machine the transformation of the fluid to stock or finished paper is made an automatic operation. The pulp is screened from the vat over an apron to a moving endless wire cloth made of closely woven fine brass wire, and supported by a series of small metal rolls set close together, yet without touching each other. In this way an even surface of the wire cloth is maintained and by preserving an unvarying flow of the pulp and a constant forward motion of the wire cloth, the thickness of the layer of pulp deposited was kept uniform. By lateral motion of the supporting rolls the fibers are caused to interlace in various directions and give greater transverse strength to the texture. As the pulp is carried along on the wire cloth, much of the water drains through, leaving the fiber on the meshes.

This first drying is usually hastened by var-cloth on endless the moist web is carried between rolls and are covered with woolen felt and then taken from the wire cloth on endless the moist eb is carried between rolls and then to dryers. These are large metal cylinders heated by steam. The paper has now acquired considerable strength. The water has been evaporated and the heated cylinders complete the drying process. The paper is then given a smooth surface by the calendar rolls, which are smooth-faced heavy metal rollers. Finally the finished paper is reeled off in rolls and cut into sheets of the desired size. A large paper mill will make 250 tons of finished paper a day. The most modern machinery turns out a continuous web of finished paper at the rate of 500 feet a minute. The raw material of wood pulp is spruce, poplar and in smaller quantities various other woods are employed. Wood pulp has to a great extent superseded the use of rags, and entirely so in the manufacture of newspaper. The blocks of wood are pressed hydraulically against the edge of a rapidly revolving grindstone, and by attrition, reduced to a mushy consistency.

There is also a chemical process of making wood pulp which is largely used. The merchantable shape of the fiber differs somewhat. Ground wood pulp is ordinarily sold in folded sheets only partially dry, and is, therefore, under common conditions, only suitable for use near the locality of its manufacture, its weight being so increased by the water as to preclude the profitable transportation of such a low-priced product. There are 763 paper-making plants in the United States and the total capital is $167,507,713, giving employment to 64.186 persons . The total cost of the materials used was $70,530,236 in 1900. The total value of the products was $127,326,162, and the total power required for running the plants was 764,847 horse-power—From the *Scientific American's* Special Number on "Modern Aids to Printing."

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PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION.

The third annual convention of the Pennsylvania Retail Hardware Dealers' Association was held at Williamsport on the 16th and 17th inst.

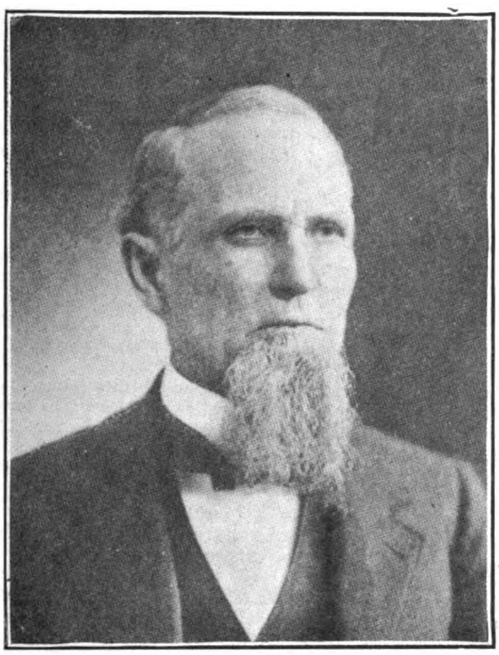
TUESDAY MORNING SESSION.

President Moore called the convention to order at the sound of the gavel at 10 A. M. A very encouraging number of delegates was already in attendance. The Mayor of Williamsport, John F. Ladlein, who was introduced to the chairman and the delegates by James N. Kline, welcomed the members to the city. The address of welcome was responded to by President Moore who also called upon R. R. Williams of the *Iron Age*, who was present to speak in behalf of the members. The association then went into

EXECUTIVE SESSION,

at the expiration of which, roll call followed, and the enrollment of new members and payment of dues. The President, in a few informal remarks, spoke regarding the business prosperity of the association during the year, details of which were left to be furnished by the officers and committees.

Secretary Digby then made his report in which the routine work of his office was dwelt upon, and which was coupled with the fact that 65 members had been secured since the previous annual meeting,



GEORGE L. MOORE, EX-PRESIDENT.



J. H. BOWERS, EX-TREASURER.

and he hoped to report before the close of the convention the fact that they had 150 members. The solicitor employed by the Executive Committee had been abundantly successful, securing in three months time 54 applications for membership, 40 of which were already members. Several important recommendations were suggested by the secretary especially in regard to the by-laws of the association, in accordance with which the chair appointed a committee consisting of James N. Kline, C. H. Miller and J. E. Digby to revise the constitution and by-laws.

THE NATIONAL ASSOCIATION.

An interesting statement was made by C. H. Miller, who was a delegate from the Pennsylvania Association to the last meeting of the National Association. Mr. Miller referred to the hearty welcome extended to Pennsylvania as a newcomer in the national fold, and the business-like character of the gathering, their close application to work and the interest and importance of their conferences and of the action taken. He reported that the business of the national organization was progressing in a way that was most gratifying. He emphasized the fact that it is through this National Association that reforms can be effected, and the consequent importance of its being sustained heartily in all its plans. Several instances were mentioned by Mr. Miller of the usefulness of the National Association work, especially in taking steps which have resulted in preventing catalogue houses from printing demoralizing prices on certain standard goods. Reference was also made most happily to the ability and the character of the various presidents of the National Association, which, at the present time, is ably represented by W. P. Bogardus.

A report was made by G. C. Kline, on behalf of the Entertainment Committee, in which he narrated the work of the committee in preparing for the convention. This report made evident that the committee has performed its duties with fidelity and judgment, and the thanks of the meeting were given to the committee, and, especially, its efficient chairman.

TUESDAY AFTERNOON SESSION.

After the opening of the afternoon session, President Moore appointed the following committees:

COMMITTEES.

At the afternoon session, President Moore appointed the following committees:

Press—R. R. Wiilams, G. C. Kline and J. N. Selheimer.
Auditing.—Mr. Lindley, W. P. Diffenderfer and J. C. Olewine.
Nominations.—C. H. Miller, John W. Seaman and Chas. Reisinger.
Place of Meeting—A. B. Neyhart, H. B. Young and J. H. Bowers.

ADDRESS OF W. P. BOGARDUS.

The afternoon session was made unusually interesting by the presence of the president of the National Retail Hardware Dealers' Association, W. P. Bogardus, who delivered a well written address which was listened to attentively on the subject of the

PARCELS POST BILL.

The special feature of the afternoon session was the address by W P Bogardus, president of the National Retail Hardware Dealers' Association. He spoke of the Parcels Post Bill as follows:

I am glad to bring to you the greeting of the National Retail Hardware Dealers' Association. Especially glad, because on the other branch of the river that runs by your city I spent my boyhood. I am glad to come to your State: to look at the hills as they reach up and at the mountains that tower toward heaven, whose sides need but to be tickled with Pick and Shovel to yield their hidden wealth. A State whose valleys are famous in story and song: whose rivers are things of beauty as they roll unceasingly down to the sea, and whose people, staid and steady, are ever found on the right side of the important issues of the day.

ONE OF THE GREAT QUESTIONS OF THE DAY

for us to consider is the right of Congress to pass laws that will benefit one class of citizens at the expense of another—the right of the Government to enter into competition with private enterprise. The functions of a Government like ours are very different from those of a kingdom or monarchy. Here the people own the Government. There, to a very large extent, the Government owns the people. Here individuality is very much in evidence in the management of affairs and business. There the individual is submerged and the Government is in evidence. The functions of our Government have never been considered to be in conflict with the people, nor in competition with them. Legislative, executive and judicial they have ever remained.

There is one exception to these conditions, and that is, the Post Office Department, where it assumes to carry and distribute the mail of the people. To this exception the people consented when the plan was inaugurated, and they have never seen any reason to change it. That it is perfect no one will claim, but that there is progress toward a more perfect systematizing of the work no one who knows will attempt to deny. It is a fact beyond dispute that the mails are handled in this country quicker than in any other nation. Our Post Office Department has been so careful and successful in the distribution of the mails that there is an inclination on the part of some of our fellow citizens to add more work to the department, and have the Government undertake the

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DISTRIBUTION OF MERCHANDISE THROUGH THE MAILS.

To a certain extent the Government has yielded to this demand, and parcels of 4 pounds and under go through the mails. Emboldened by the success of their first efforts, the postal reformers thought the times ripe for a further move, and so two years ago a bill was introduced into Congress providing that packages up to a limit of 200 pounds be carried, but the move was so radical that the bill never got beyond the committee to whom it was referred.

Learning caution by their failure, the reformers come to the present Congress with a bill that provides that third and fourth class matter be consolidated and under the name of merchandise, and the rates to be for packages to 3 ounces, 1 cent; from 3 to 6 ounces, 2 cents; from 6 to 9 ounces, 3 cents; from 9 to 12 ounces, 4 cents, and from 12 ounces to 1 pound, 5 cents; and for each additional pound, 2 cents up to a limit of 11 pounds, for which the rate was 25 cents.

In addition to this, it is further proposed that on all unregistered parcels without declared value, if lost or damaged by fault of the Government, the Government shall be liable up to $10 without extra charge to the sender. If the sender registers his package and declares a value for an additional 5 cents, the Government will insure the parcel and pay full value for any loss or damage that may occur through the fault of the postal service.

One of the arguments urged in favor of this measure is that people will have an opportunity to select from a larger stock than is kept by the local merchant. If I am in Williamsport and send to Philadelphia for some article from a mail order house who does the selecting? Have I any choice in the matter but to take what they send me?



W. P. BOGARDUS,

PRESIDENT NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION.

The Third Assistant Postmaster-General, in his report for the year ending June, 1902—and that is the latest report that I can get—says that second-class matter goes through the mails at 1 cent per pound. That for every dollar the publisher pays for postage the Government has to add three more to pay the cost of transportation. Now, if it costs 4 cents per pound to carry second-class matter, how can the Government carry 11 pounds for 25 cents when the actual cost is 44 cents?

WHO WILL PAY THE DIFFERENCE?

Will the public? Why should they be asked to do it? There was carried for the year ending June, 1902, 488,246,903 pounds of second-class matter, or 68.61 per cent. of the total weight of mail matter from which postage was derived. This amount yielded $4,541,523.59, or 3.98 per cent. of the whole postage revenue. The letters and postal cards for the same period amounted to 101,103,928 pounds, or 13.56 per cent. of the total weight of all matter from which postage was derived. This amount yielded $90,950,751.72, or 79.91 per cent. of the whole postage revenue. So you see that people who write letters and postal cards pay over three-fourths of the expense of the postal service. Ninety-five per cent. of all the mail the farmers send are either letters or postal cards. With these facts before us how can any one, with any degree of fairness, ask the Government to put any further burdens on the postal service, especially when the work must be done at a loss to the public? It is a well-known fact that the service is taxed to the limit to care for the present volume of business.

ENGLISH PARCELS POST.

It is claimed, as a reason for adopting post parcels in this country, that it is growing in popularity in England. There is no express service in England, and no other way to send packages except by freight. Why is England held up to us as an example to pattern after when the average distance a letter travels in that country is but 40 miles, while the average distance a letter travels in the United States is 442 miles? If the charge on a package in England is 1 cent per pound for 40 miles of transportation, should it not be more in this country, where the distance traveled will average ten times greater?

INTERESTING IF TRUE.

The postal reformers are very fond of stating that a person in England can send a 11-pound package to the United States for 25 cents, and for an additional 25 cents can have it forwarded to any part of the United States, and then go on to say, "When the British Government can secure better mail facilities in the United States for the English people than Uncle Sam can secure in the country for our own people, it is time somebody be heard from." Now, the above would be interesting if it were true. But the facts are, as stated in a letter from the Second Assistant Postmaster-General to the Postmaster-General, dated January 6, 1904, that the cost of a package of from 7 to 11 pounds to bring it to New York is 72 cents, and the express companies, instead of receiving 25 cents to carry the package to California, receive a certain sum which is equivalent to a uniform charge of 72 cents for each and every parcel, regardless of its weight or distance carried. As contracts are made with railroads on a basis of mileage, and as a large proportion of parcels go but a short distance, the rate fully compensates the express companies for their services.

In this same letter the Second Asistant Postmaster-General makes the following statement: "A careful comparison of postal routes, fees and charges in the British postal service with those of the United States justifies the claim that, considering the wide extent of our territory, our people have the cheapest service."

We are cited to Germany as another country to pattern after. The Government owns all the transportation facilities there. Do we want to imitate them?

THIS MEASURE IS PURE CLASS LEGISLATION.

It is conceded on all sides that the passage of the bill will give a wonderful impetus to the mail order and catalogue houses. They are our competitors. The Chicago catalogue houses will not sell in the City of Chicago; neither will they solicit trade in any other large city. A gentleman living in a large Ohio city received the following letter in answer to request for one of their catalogues: "It is against our regulations to send printed matter to the large cities. We cater only to the rural districts, believing that the city field is beyond our command." Is it a good thing for the Government to enact laws

THAT BEAR DOWN ON THE COUNTRY MERCHANT AND BUILD UP THE CITY MERCHANT?

What is the postal service for—is its main purpose to serve one class of merchants at the expense of all the people?

It is asserted by the friends of the bill that "the Government is the only agency that can subject our private transportation companies to effectual competition and protect the public from extortionate express rates."

Have they not performed a great work for this country? No other country in the world gives its citizens as good facilities for the transportation of merchandise as are found in this country. The express service, as a private enterprise, requires the users of the service to pay the cost. As a Government enterprise the user would only pay a part, and the balance would be raised by general taxes.

How it is possible to utilize the postal service to carry merchandise at 2 cents per pound when it costs 4 cents? Are we justified in placing further burdens on the Post Office Department?

The reformers are very anxious to have business methods adopted in the postal service. The *World's Work* for December, speaking of the money order business, refers to the superintendent of the money order department as conducting his division as a man would conduct his business, and tells how he visited mail order houses and tried to learn how the money order system might be made to serve them. He had blank money orders printed, with the name of the mail order house printed across the face, so that the mail order houses might send out such orders with their advertising literature. And the *World's Work* goes on to say that he built up the money order office by following the practice of business. Why should an employee of the Government go out and solicit business for any department of the Government? Why should money orders be printed for any class? Under what rule of equity would the Government work while it was driving private capital out of business?

IF THE GOVERNMENT SHOULD ABSORB THE EXPRESS COMPANIES AND THE RAILROADS,

what is to hinder the taking over of the telegraph, telephone and electric railroad systems? If the Government carries merchandise, what is the objection to manufacturing it? If the Government owns the railroads, why not the coal mines? Do you say that it is absurd to talk in this manner? It is the logical teaching of the Postal Reform League. It is simply socialism. Why is our nation the greatest commercial nation in the world? Because the Government has helped and not hindered in the development of the natural wealth of the country private enterprise has been given a free hand, and the result is a network of railroads, telegraph and telephone lines and electric railroads, binding all sections of our common country together.

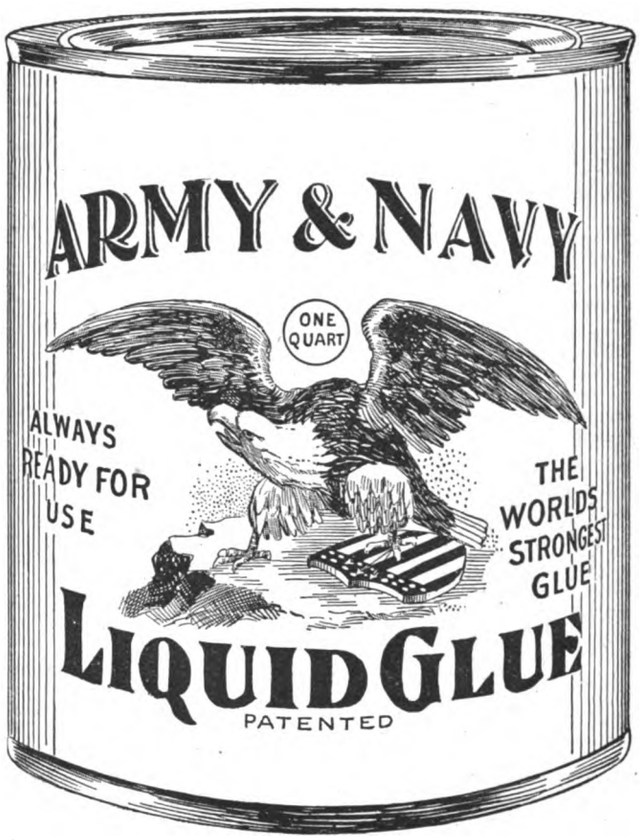
Why turn all these over to the Government, so that a multitude of Government employees will be at the beck and call of the politicians. Why enlarge the opportunities for

FRAUD AND PECULATION ON THE PART OF GOVERNMENT EMPLOYEES?

Will the class of men be better when the Government owns the railroad and express companies, so that scandals like those of the present will be but memories? Nay, verily. The men who run this country in the future will be the sons of their fathers. The theory on which the postal reform, so called, is based seems to be that the Government shall furnish extremely low rates of transportation, and such shortage as may arise shall be made up by general taxes.

(Continued on page 58)

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Do You Boil Glue

Army and Navy Liquid Glue does away with this work. A pure hide and sinew glue in liquid form. No smell, clean and convenient. Will reduce your shop expense for this line of work twenty-five per cent.

The Glue of the 20th Century

Put up in Cans, Kegs and Barrels

NOT A FISH GLUE

Samples for testing and prices, are yours for the asking.

Wachter Mfg. Co.

BALTIMORE, MD.

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I cannot close this paper better than to quote from an article in the *Atlantic Monthly*, written by President Eliot of Harvard University. "If the Government enters a field which individuals, or voluntary associations of individuals, could fill, it diminishes by so much the range or reach of the great school of self governing freemen—namely, the school of creative and constructive industry under liberty and responsibility."

INSURANCE.

In regard to the working of the Insurance Company which was organized a year and a half ago, W. B. Simpson made a detailed statement of an exceedingly interesting character in which particulars were given regarding the amount of insurance in force, and the features of the company in regard to protecting the interests of those insured. Questions were propounded and answered promptly by Mr. Simpson, strengthening in the minds of those present the value of this section of organization work.

The Question Box followed covering the usual enquiries regarding methods of doing business, which excited a general discussion that was participated in by a number of those present.

REVISION OF CONSTITUTION AND BY-LAWS.

The committee on revision of the constitution and by-laws made their report, and their recommendations were adopted. The result of the changes thus effected will be to increase, it is believed, the efficiency of the association as a working body. One of the principal changes was making the secretary-treasurer to be appointed by the Executive Committee instead of being elected by the sessions of the convention.

WEDNESDAY MORNING SESSION.

At the Wednesday morning session resolutions were adopted strongly condemning the Parcels Post Bill. The matter of insurance was also considered at length. Addresses were made by W. P. Bogardus, James N. Kline and R. R. Williams, discussing the work of organization. A very enthusiastic spirit prevailed.

The following resolutions were adopted by a rising vote:

Resolved, That this association puts on record its hearty approval of the manner in which the interests of the retail trade were represented by W. P. Bogardus and M. L. Corey at the meeting of the National Hardware Association at Atlantic City last November.

Resolved, That this association, recognizing the advantages which result from the conferences of jobbers and manufacturers, expresses its conviction that the interest not only of the retail trade but of the trade at large would be promoted if the National Retail Hardware Dealers' Association should be represented regularly at such gatherings with a view to giving information and using its influence in matters in which the retail trade is concerned.

As looking ultimately to a more direct connection between the Hardware Dealers' Association and the Fire Insurance Association, the following resolution was adopted:

Resolved, That the question as to the desirability of some modification of the relationship of this association to the Hardware Dealers' Mutual Fire Insurance Association of Pennsylvania so that the growth of the Pennsylvania Retail Hardware Dealers' Association shall thereby be more directly and efficiently promoted, be respectfully referred to the Executive Committee to report at the next meeting of the association.

James N. Kline then delivered an interesting address on the subject of State organization and its influence for good, in the course of which he said:

* * * * * * * * * * *

Now a word as to co-operative fire insurance. We are all buying and must expect to continue to buy old line insurance from our friends and neighbors who are the local agents; but are the methods of these companies the best for us? Is their logic always sound? It is a well known fact that among all old line stock companies no adequate and efficient system exists for checking moral risks.

Almost all insurance people, from the president of the largest companies down to the humblest broker or local agent, will tell you that

THEY FEAR THE MORAL RISK

by far the most. It is also equally well known that the vast majority of fire losses (aside from casualties in the large cities, such as the Chicago or Boston fire, or the but recent Baltimore holocaust), are consequent upon moral laxities of some kind or other, chief among which may be classed gross negligence and carelessness, and, to avoid a harsher term, we will say other preventable conditions; for with the great majority of applicants for insurance it is impossible with the prevailing methods of the old line companies to properly gauge the qualities of the applicant. The question is, Cannot much loss be avoided by fire insurance companies in their carefully seeking to lower the danger signals that form the greater part of the causes of many of their fire losses and to increase the facilities for extinguishing the same? Now, we believe the most efficient measure for improving fire conditions is to enlist personal selfishness on the part of fire prevention. Insurance men have said that many people seem to buy fire insurance because it allows them to become more careless; such conditions should not exist. Fire insurance should not be bought or sold from any such standpoint, and, further, many insurers are beginning to realize that they

ARE CLASSED WITH THE UNDESIRABLE ELEMENTS

who come in by the same way and buy insurance of the same companies, paying the same price as the careful buyers of insurance, with their years of good record to their credit. They who have never had a fire loss must necessarily pay the indemnity given these classes, who do have fires frequently, whether accidentally or otherwise. Therefore, is it not possible to form among such a body of men that go to make up the Retail Hardware Dealers' Association of the United States a closely welded mutually protective company of men rigidly defined in regard to business, moral and physical hazard, so as to not be burdened by losses arising from elements more dangerous than themselves, whether the dangers are incident to the business conducted, or as to the character of the person engaged in it, and by having these risks so guarded that only a carefully graded body of men, who can qualify as to a proper record in the past and a rigid compliance with the rules of safety required, can become policyholders in a company of preferred risks, selected practically by themselves, and these risks so distributed throughout the States, and the towns, cities and villages of a State, that it would be practically impossible to have large losses at one time or at one place?

Mr. Kline's admirable address was followed by George V. Thompson, of Mt. Jewett, who read a well written address on

ADVERTISING THAT PAYS

which we design using as a special article in a future issue.

RESOLUTIONS OF THANKS.

In addition to the resolution adopted early in the convention thanking the Entertainment Committee for the manner in which their work was performed, the following resolutions were adopted at the closing session:

Resolved, That the thanks of this association be tendered to W. P. Bogardus, president of the National Retail Hardware Dealers' Association, for his presence and counsel at this meeting, thus contributing greatly to the usefulness and success of the gathering.

Resolved, That this association gratefully acknowledges the services rendered by R. R. Williams, whose presence and advice as well as his active interest in the association work are highly appreciated by this convention.

Resolved, That we extend to the retiring officers our sincere thanks for the earnest and efficient manner in which they have served the association.

PLACE OF NEXT MEETING.

The Committee on Place of Next Meeting, consisting of A. B. Neyhart, H. B. Young and J. H. Bowers, recommended that the meeting of the association next year be held at Harrisburg. This recommendation was unanimously approved by the convention.

ELECTION OF OFFICERS.

At the closing session of the convention the Committee on Nominations recommended the election of the following officers for the ensuing year:

President—Joseph M. Selheimer.

Vice-President—George V. Thompson.

Executive Committee—For one year, George W. Hackett and J. E. Digby; for two years, James N. Kline and George L. Moore.

James N. Kline and the secretary-treasurer, to be chosen by the Executive Committee, were elected as delegates to the meeting of the National Retail Hardware Dealers' Association in March.

That the attractions of Williamsport as a convention city might be impressed upon the strangers within her gates, a beautiful souvenir programme, containing the order of exercises and pictures of some of the attractive buildings in Williamsport and points of interest within the confines of the municipality—in short, a magnificent work of art—was presented to each of the delegates to take home and preserve as a memento of his sojourn in the Queen City of the West Branch.

THE BANQUET.

On Wednesday evening, at the Park Hotel, an elegant banquet was given to the members of the association and the representatives of the jobbers and manufacturers who were present. James N. Kline, of Williamsport, whose presence contributed greatly to the success of the convention, officiated in a felicitous manner as toastmaster. This selection was a most enjoyable one, and Mr. Kline's remarks introducing the different speakers was much enjoyed by the guests. The addresses in response to the toasts were for the most part in a light vein and were entirely free from anything tending to make them wearisome or otherwise than thoroughly enjoyable. The toast list was as follows:

Our National Association, by W. P. Bogardus; Our State Association, by George L. Moore; The Manufacturer and the Distributer, by W. J. Ryan; The Trade Journal, by R. R. Williams; The Traveling Salesman, by Jas. H. Reed.

A very interesting address was also made by Rev. J. R. Baker, of Newberry. Music was furnished by Stopper and Fisk's Orchestra, and vocal selections were given by George R. Koons. Harry S. Meyer entertained the company with some selections admirably rendered.

✤

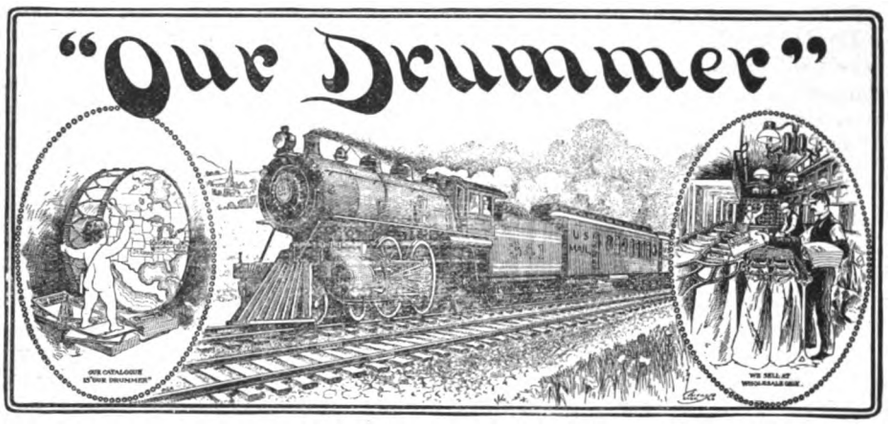
WILLIAM JOHNSON, Hedenberg Works, Newark, N. J., has recently issued his Price List No. 25 and illustrated catalogue of carpenters', cabinet-makers', masons', plumbers' and other mechanics' tools. This business was established in 1830 by the father of the present proprietor. Two of the lines that were leaders years ago have been dropped, machinery having largely done away with the use of markings, mortise cutting and slitting gauges, especially of the finer grades. Competition having reduced the price on Plumbs and Levels, they no longer desired to manufacture them. The goods described in the catalogue are made under the personal supervision of William Johnson and of his three sons who have been thoroughly trained in the practical mechanical operations. Their long experience is a guarantee of carefulness in the manufacture of mechanics' tools and gives them a knowledge of the best methods for producing such tools. A copy of the book referred to is well worth sending for.

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BUTLER BROTHERS

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"Our Drummer"



The **Unabridged Number is Ready. To make sure of your copy, drop us a postal today.**

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Especially do the yellow pages, this month, appeal to the merchant who knows the trade-making value of real bargains regularly offered. It's on these yellow pages that we describe, each month, our special offerings for the bargain sales live merchants keep going continuously.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Alton, Ill.—Herman Luer will erect a large building on East Second Street, in the near future. The building will be occupied by J. J. Francis, formerly of the Simmons Hardware Co., of St. Louis. Mr. Francis will install a Hardware store in the building.

Bowling Green, Ky.—A new Hardware store under the name of the Barnett Hardware Co. has been opened at 114 Main Street. The firm will carry besides a stock of Hardware a line of house furnishings. J. L. Barnett, who will have direct management of the business, has had years of experience in the Hardware business.

Columbia, Tenn.—Will Ellett and Geo. H. Shelton, of this city, will shortly establish a general Hardware, buggy and implement store in Fayetteville. The firm name will be the Ellett-Shelton Hardware Co. Mr. Ellett for several years has been connected with Satterfield & Dodson, where he gained large experience in the buggy and harness business.

Eau Claire, Wis.—H. F. Schlegelmilch Hardware Company has been incorporated; capital stock, $50,000; incorporators: Herman F. Schlegelmilch, K. C. Schlegelmilch, John Leadholm, Andrew Oberg, Charles Dean and A. H. Shoemaker.

Fort Scott, Kan.—Spofford & Spencer have installed an up-to-date stock of Hardware in the Noonan Building, and are now ready for business.

Fullerton, Pa.—Howard F. Kuhns has opened a new Hardware store.

Grand Rapids, Mich.—The firm of Brown & Sehler, dealers in implements and saddlery Hardware at West Bridge and Front Streets, has reorganized and incorporated under the name of the Brown-Sehler Company. The concern is capitalized at $300,000. The change was made that several persons now connected with the firm might become stockholders. Of the capital stock, nearly $200,000 has been paid in.

Hutto, Texas.—The following business changes have taken place: The Hardware firm of Oatts, Stephens & Company, has been dissolved, T. E. Oatts of the above firm buying C. R. Stephens' interest, and C. R. Stephens bought the Hardware firm of A. Eikel. They will both continue in the Hardware business at their respective places.

Kansas City, Mo.—Simms Hardware Company has been incorporated; capital, $12,000, all paid. Incorporators: Edward B. Simms, George W. Simms, Theo. Welling and George Boies.

Lima, Ohio.—The Gilmore Hardware Company has been incorporated. Capital stock $5,000. Incorporators: Lemuel S. Gilmore, Charles W. Mooney, Franklin M. Bowers, David L. Ramsey and Catharine W. Gilmore.

Lincoln, Neb.—F. M. Thompson has purchased the Hardware business and stock, formerly owned by him but sold to Ong & Edgar, two years ago, and will continue the business at the old stand.

Luverne, Minn.—C. W. Pinkerton has sold his Hardware and implement business to C. W. Grant, of Harris, Iowa.

Marion, Ohio.—W. V. Court has purchased a half interest in the Hardware firm of C. J. Cummings.

Mason City, Iowa.—Currie Hardware Company has been incorporated; capital stock, $25,000; incorporators: C. Currie, Frank R. Currie, J. A. Van Ness and Albert Granholm.

McConnelsburg, Pa.—George B. Mellott has purchased the Hardware store of R. Sharpe Patterson. Mr. Mellott takes possession of the store on April 1st.

Minneapolis, Minn.—J. C. Maxson has purchased the Hale interest in the Maxson & Hale Hardware Company, which will hereafter be known as the Maxson Hardware Company.

Mt. Sterling, Ky.—C. C. Chenault has decided to put up a building to be occupied by Chenault & O'Rear with a Hardware stock. It will be three stories high and will cost not less than $10,000.

Nashville, Tenn.—The Clayton Hardware Company has increased its capital stock from $10,000 to $20,000.

Newcastle, Ind.—N. P. Joyce has purchased the stock of the defunct Hardware firm, Stout & Personett, at assignee's sale for $3,000. The liabilities of the firm, which recently went into bankruptcy, are about $6,500.

Newport, R. I.—The Peckham Co. has been incorporated to deal in Hardware and building materials. Capital stock, $10,000. Incorporators: Job A. Peckham, Frank L. Peckham and J. Henry Cremin, all of Newport.

Newton, La.—The Myer-Neville Hardware Company, of Meridian, has purchased a lot here, and will establish a branch wholesale Hardware house—the building to be put up at once.

Norwalk, Ohio.—The Hardware firm of F. A. Powers & Company has sold its business to the Norwalk Hardware Company, with Henry C. Breckenridge as manager.

Omaha, Neb.—The P. C. DeVol Hardware Company has been incorporated. The incorporators are: Paul C. DeVol, William Roy DeVol, Mary E. DeVol, Hattie L. Judson (formerly Hattie DeVol), and Katherine M. DeVol. The capital stock is placed at $50,000, fully paid up. The company will carry on the business of P. C. DeVol & Son.

Rockdale, Texas.—Henne & Meyer Co. has been incorporated; capital stock, $50,000. Purpose, merchandising, particularly Hardware. Incorporators: Louis Henne, H. G. Henne, of New Braunfels; E. B. Phillips, of Rockdale.

Savannah, Ga.—Shoffner & Dannaher, of Nashville, have leased a building on Third Avenue, and have opened a Hardware store.

South Paris, Me.—A new Hardware store will be opened at once by Frank A. Pingree. He will occupy half of the Booker store and the basement. Mr. Pingree was for many years with J. P. Richardson and has had many years experience in the business elsewhere.

Syracuse, N. Y.—Clancy Hardware Company has been incorporated to deal in Hardware; capital, $50,000. Incorporators: Jas. E. Clancy, John T. Clancy, N. W. Clancy.

Tampa, Fla.—The Robles Hardware Company has been incorporated with a capital of $25,000, to deal in Hardware and all kinds of merchandise. John I. Robles, Jose M. Ray and C. G. Neglons are the incorporators.

Toledo, Ohio.—M. M. Beal has sold his interest in the Hardware and implement business to J. C. Walters.

Utica, N. Y.—J. Irving Hallagan of 64 Albany Street, dealer in stoves and household articles, is closing out his stock, and Feb. 15 will remove to Canastota, where he will engage in the plumbing, Hardware and tinware business. The firm name will be Hallagan, Mason & Company.

Vernon, Texas.—Jackson Brothers Company has been incorporated. Capital stock, $20,000. Purpose, doing a general Hardware and agricultural implement business. Incorporators: Frank Jackson, H. B. Jackson and W. W. Jackson.

Westfield, Mass.—J. H. Bryan Co. has been incorporated (Hardware). Capital stock $25,000. Incorporators: James H. Bryan, F. F. Shephard and S. C. Pomeroy.

Wichita, Kan.—G. R. Follett has closed out his interest in the Hardware store of the G. R. Follett Hardware Company, at 123 East Douglas Avenue to Gus Warnhoff and J. N. McClees, for $20,000. Both members of the firm have been connected with the store a long time. The business will be continued at the same place with the firm name changed to Warnhoff & McClees.

Woodburn, Ore.—Oltnow & Co. has been incorporated to engage in a general Hardware business. Capital stock, $10,000. Incorporators: Henry J. Altnow, W. J. Makelin and John E. Tracy.

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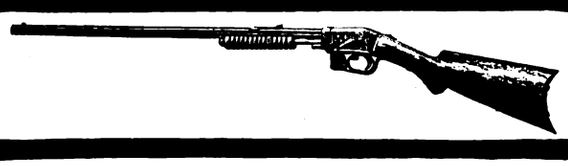
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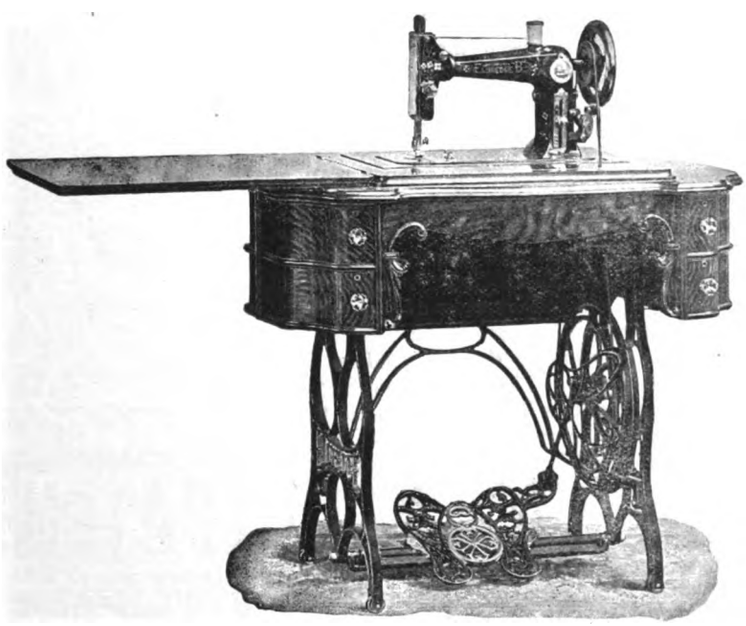
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Augusta, N. Y.—F. E. Conley Stove Company has been incorporated; capital, $100,000. Directors: F. E. Conley, G. A. Hunter, D. O. Conley, Utica.

Belleville, Ill.—Monk Implement Company has been incorporated; capital, $10.000; manufacturing machinery; incorporators, E. C. Rediger, Arthur Daab and George Niess.

Bloomington, Ill.—The Janney-Darnell Manufacturing Company has been incorporated; capital, $350,000; manufacture farm machinery; incorporators, Calvin Manning and G. Campbell Janney of Bloomington, and S. E. Prather of this city.

Columbus, O.—The Hygienic Heater Company has been incorporated by Geo. F. Hill, Philip S. Brindle, Willis F. Hauser, Edward Arthur Sullivan and Milo B. Lee. The capital stock is $10,000. The company will manufacture gas heaters, gas and gasoline ovens and sheet metal specialties.

Des Moines, Iowa.—The Kirk Manufacturing Company have located in Des Moines, and have offices in the Manhattan building. The company manufacture the Kirk Weeder.

Detroit, Mich.—The Simonetta File Company has been organized with a capitalization of $25,000. Manager Simonetta said that he hoped to have the factory in operation in a modest way in about a month. Officers and directors, other than Mr. Simonetta, are: Secretary-treasurer, E. C. Whitney; vice-president, C. F. Berry; H. J. Boerth and D. C. Curtiss.

Elgin, Ill.—The Elgin Suction Washer Company has been incorporated, the capital stock being $40,000 and the incorporators C. A. Wetzel, J. W. Hamm and A. F. Buckner, all of Elgin. The company will manufacture a patent washing machine in the Towner Building on River Street. When the business warrants it a new factory will be erected.

Heron Lake, Minn.—Western Implement Company has been incorporated; capital stock, $100,000; incorporators, John W. Benson and Bernhart B. Sontag, of Heron Lake; Richard F. Lamb, Slayton; John Dobereimer, Fulda; Albert M. Renner, Heron Lake; Fred. C. Ahrens, Okabena.

Macon, Mo.—The McCall Manufacturing Company has been incorporated. It will make rakes, stackers, lawn swings and specialties in wood. Capital stock, $10,500, all paid. The incorporators are: Gouve Morris, Kansas City; H. L. Vasse, Huntsville, Mo.; J. G. Sandison, L. J. Hill, Macon. The building is nearly completed and the company expects to be in operation within a month.

Madison, Minn.—J. F. Jacobson Implement Company has been incorporated. Capital stock, $15,000; incorporators, Jacob F. Jacobson, Obert R. Nelson and Peter G. Jacobson, all of Madison.

Oshkosh, Wis.—Oshkosh Tool Manufacturing Company has been incorporated. Capital stock, $250,000; incorporators, Elmer Leach, C. A. Libbey, Leander Choate, S. W. Hollister and Charles Schreiber.

Oshkosh, Wis. — The Adjustable Wrench & Specialty Manufacturing Company has been organized with headquarters at 140 Main Street. P. M. Knippenberg of the company is located here and interested with him is F. W. Hahn of Shennington, Wis. The company makes a complete line of monkey, pipe and combination wrenches that have the sliding, instantly adjustable jaws.

Sacramento, Cal.—The Miller-Chapin-Enwright Company has been incorporated. Capital stock, $250,000. The company will conduct a wholesale and manufacturing business, dealing in stoves, ranges, plumbing supplies, metals, pumps and iron pipe. The new firm is composed of three young business men of Sacramento—Thomas L. Enwright, for many years the manager of the firm of Holbrook, Merrill & Stetson, which recently retired from business in this city; Dwight Miller, Asistant Cashier of the National Bank of D. O. Mills & Company, and W. W. Chapin, proprietor of the Sacramento Pipe Works. The new firm expects to be ready for business by the 1st of April.

South Bend, Ind.—The Oliver Chilled Plow Works has been incorporated in Illinois. Capital stock, $500,000. Capital stock in Illinois, $2,400.

Springfield, O.—The Bowlus Automatic Scale Company has been incorporated with a capital stock of $50,000, and will soon be ready to begin the manufacture of the new scales invented by H. C. Bowlus. H. C. Bowlus, Lance Vinney, J. F. Businger, L. B. Corry and C. W. Welsh were elected directors of the company. Mayor C. J. Bowlus and George C. Bowlus are among the stockholders.

St. Louis, Mo.—The Consumers' Supply Company has been incorporated to manufacture household utensils. Capital stock, $10,000, all paid. Incorporators, Ira G. Shryock, Walter E. Parker; and P. R. Dunnavant.

Warsaw, N. Y.—The Webster-Case Hardware Company has been incorporated. Objects, manufacture Hardware, etc.; capital, $18,000; incorporators: Wm. E. Webster, Wm. E. Case, Mary F. Webster, all of Warsaw.

Changes.

Baltimore, Md.—The Maryland Shovel & Manufacturing Company has been dissolved. The company was incorporated August 28, 1901, with a proposed capital stock of $25,000.

Council Bluffs, Iowa.—The Novelty Manufacturing Company, of which Wm. I. Walker is manager, will increase its capital stock from $25,000 to $100,000, and have commenced the manufacture of the Brown patent lock-woven wire fence, an ornamental and field fence of the most approved kind. Two fence weaving machines have been installed and others will follow as fast as they can be manufactured, until the necessary number of machines is secured. These machines are a new invention, and are manufactured at Nebraska City, where a factory for making fence had been established. It is this plant that the Novelty Manufacturing Company has purchased, including all the orders that had been secured by the travelers of the former company up to the time the sale was made.

East St. Louis, Ill.—Queen City Range Company, capital increased from $20,000 to $50,000; name changed to Queen City Range & Stove Company.

Evansville, Ind.—The White Oak Handle Company has increased its capital stock, $30,000. John W. Osborn is president of the company and Alfred W. Emery, secretary.

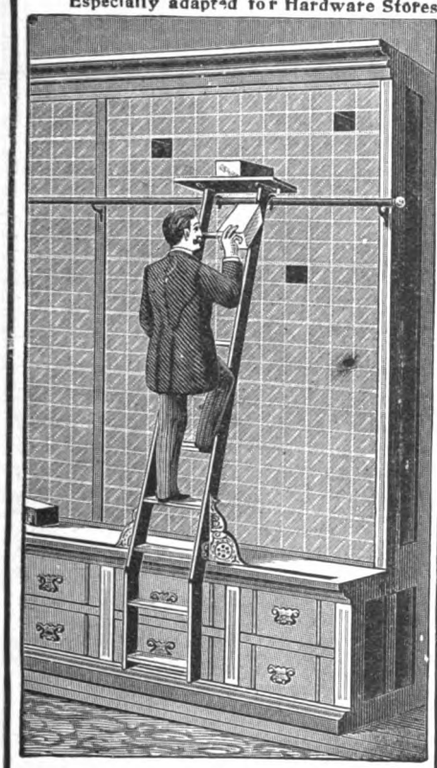
Grand Rapids, Mich.—The Grand Rapids Saddlery Hardware Company has been organized in this city with a capital stock of $20,000. The concern was formerly the Hastings Check Hook Company of Hastings, composed of Fred L. Heath, C. H. Thomas, H. H. Snyder and G. W. Begole. It will occupy a portion of the Raniville Block, at Campau and Lyon Streets. The Hastings men retain their interests in the company, although nearly all of the new officers are of Grand Rapids. The company will commence at once manufacturing saddlery Hardware and a patent check hook, the invention of G. W. Begole. The officers of the company are: President, John Sehler; vice-president, George N. Davis; secretary, A. B. Richmond; treasurer, J. W. Begole. These, with C. H. Thomas, constitute the board of directors.

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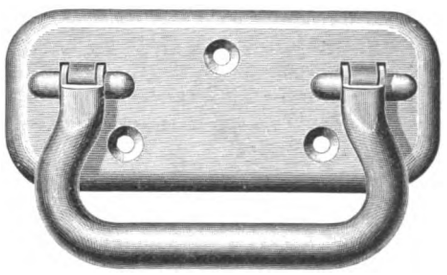
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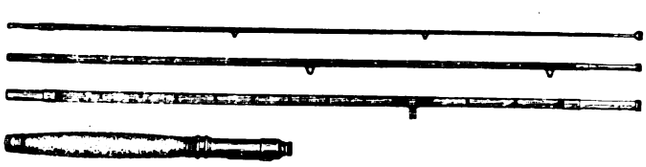
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N° E 90 AS SHOWN 24 Lbs.
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N° 92½ BRASS DIAL, TILE TOP.

PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

THAT DEALER who places his order for **FISHING RODS,** without having our prices, certainly must have *money to burn.*



CLARK, HORROCKS & CO., Utica, N. Y.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Buffalo, N. Y.—W. P. Baker has opened a finely appointed garage, and is now representing the Stevens-Duryea automobile, Mueller coils and Sta-Rite plugs, in this territory.

Davenport, Iowa.—Buck Auto, Carriage & Implement Company has been incorporated; capital, $50.000; incorporators: John W. Buck, Paul R. Albrecht, Walter Priester and Frank Jung Johann.

Indianapolis, Ind.—The Gibson-Short Cycle & Automobile Company has been incorporated with $10,000 capital. This is the business formerly conducted by Cecil E. Gibson. The incorporators are Cecil Gibson, E. E. Short, W. H. Brown and E. M. Gibson. The business will be considerably increased.

New Haven, Conn.—The Buell Cycle & Automobile Company has been incorporated with $2,000 capital, to deal in bicycles, automobiles and other motor vehicles, motor boats, sporting goods, musical instruments and rubber goods. The incorporators are: George A. Pickert, D. H. Buell and Edwin S. Pickert, all of New Haven.

Newport, R. I.—The Whitney Safety Fire Arms Company has been incorporated by Norman Whitney, Henry B. Whitney, John D. Johnson, Allan Woodruff, Michael H. Sullivan, Thomas P. Griffin and Rufus E. Darrah. The concern will engage in the business of manufacturing, selling and dealing in firearms, ammunition, general sporting goods, bicycles, automobiles and machinery and the buying and selling of real estate and stocks. The capital stock is $100,000.

Peoria, Ill.—The Peoria Automobile Company will open a fine garage on Hamilton Boulevard, about March 1. C. L. Turner is superintendent of the company.

Selma, Cal.—Timothy Reynolds has opened a new bicycle store in the Hampton Block.

Toledo, Ohio.—The Toledo Cue Chalker Manufacturing Company has been incorporated; capital $10,000. Incorporators, Fred W. Guese, William E. Guese, George A. Fox, Bernard B. Henley and Sarah A. Fox.

Washington, D. C.—The Blake Rifle Company has been incorporated by John Henry Blake, B. Frank Cash and Wm. Wolfley. Capital stock, $100,000.

Changes.

Buffalo, N. Y.—The Duquesne Motor Car Company have removed to Jamestown, N. Y., where they have purchased the plant of the Straight Manufacturing Company, which is well equipped and has a producing capacity of 500 cars per year. The capital stock of the Duquesne Company has been increased from $50,000 to $300,000.

Buffalo, N. Y.—The plant of the Day Manufacturing Company, which was purchased several weeks ago by A. L. Garford for the Federal Manufacturing Company, and other creditors, notably the Snell Cycle Fittings Company, has been sold under agreement that it shall not be again used for cycle manufacture, and that it shall be dismantled within a stipulated period. The machinery has been distributed chiefly between the Snell and the Federal concerns.

Cincinnati, Ohio.—The Peters Cartridge Company, has increased its capital stock from $1,000,000 to $1,500,000.

Cleveland, Ohio.—The F. B. Stearns Company has opened a retail branch with the Ohio Motor Car Company, also of this city. The latter company is well known and has first-class facilities for taking care of repairs as well as making sales, which it will have charge of in that district.

Granite City, Mo.—A new building in which to temper lead for the manufacture of shot has been added to the present plans of the United States Lead Company's plant now in the course of erection.

New York, N. Y.—The T. M. Hartley Company have relinquished all connection with the cycle trade. This, of course, means they have discontinued their jobbing department.

Perth Amboy, N. J.—Rumor says that the Dupont Powder Company has purchased the plant of the International Smokeless Powder Company at Parlin, which is well equipped for the manufacture of smokeless powder and gun cotton.

Racine, Wis.—The bicycle and sporting goods business conducted heretofore by George Crane has been sold to the Electrical Construction Company. Mr. Crane will engage in another business in Chicago.

Springfield, Mass.—Final arrangements for the transfer of the Ames buildings to the Spaulding Sporting Goods Company, have been made and the Spaulding Company is now the sole owner of the building. A number of changes will be made and it is rumored that the new owners are to move their Trenton, N. J., branch to this city, and that about 1100 hands will be employed.

Sterling, Ill.—Roy Baer has purchased the bicycle business of H. J. Flock, and will do a general line of repairing in addition to handling several makes of bicycles. Flock will hereafter confine himself to the Hardware business.

Waverly, Iowa.—S. Page, Jr., who for fifteen years has been a dealer in bicycles, Hardware and sporting goods, will hereafter devote his attention to the bicycle and sporting goods exclusively. He will close out his stock of Hardware and remove to large quarters, where he will maintain a shop for the repair of bicycles and firearms.

Miscellaneous.

Cincinnati, Ohio.—More than $10,000,000 worth of sporting goods were sold in the United States last year.

Cleveland, Ohio.—W. H. Coles, of the McIntosh Hardware Corporation, has been elected a member of the executive committee of the National Cycle Trade Association in place of E. J. Willis, of New York, who resigned several weeks ago.

Minneapolis, Minn.—At the annual meeting of the Minneapolis Cycle Trade Association the following officers were elected: President, J. N. Johnson; vice-president, E. H. Hammer; treasurer, Frederick Roach; secretary, O. Fenstermacher; board of directors, S. A. Parker, William Edwards, S. Stevenson, G. R. Johnson and L. P. Rice.

New York, N. Y.—At their recent annual meeting, the Stuyvesant Wheelmen elected the following officers for the ensuing year: President, George Muller; vice-president, W. Nagle; recording secretary, H. Borchers; financial secretary and treasurer, Carl Lochman; captain, George Weirich; first lieutenant, Max Lochman; second lieutenant, Jack Westrich; first color bearer, William Nagle; second color bearer, John Borchers; surgeon, F. Berlenbach.

New York, N. Y.—The Monroe Wheelmen, at their annual meeting, elected the following officers for the ensuing year: R. J. Nagle, president; Ernest Ziegler, vice-president; D. Selig, treasurer; A. De Lemos, secretary, and Oscar Frankel, captain.

Rochester, N. Y.—A meeting of the recently incorporated Auto-Bike Messenger and Delivery Company, was held recently for the purpose of effecting an organization. An election of officers was held, with the following result: Charles E. Percy, president and general manager; Joseph R. Webster, vice-president; G. Townley Fries, secretary; Frederick A. DeVoll, treasurer. The officers act as directors for the first year.

The sonorousness of cycle tubing has been taken advantage of by a French inventor named Lewitz. He dispenses with the ordinary bell or horn, and by means of a small metal hammer at the end of a spiral spring fixed to one of the front forks provides a continuous and automatic "alarm" which can be instanly connected or disconnected by a movement of the rider's toe.

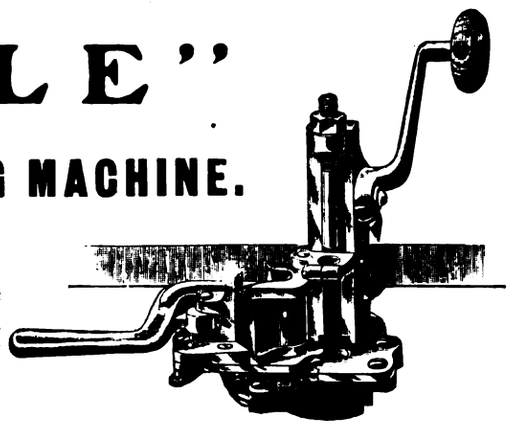
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THE NEW

"INVINCIBLE"

PATENT

HAND POWER BOTTLE CORKING MACHINE.



The only machine of its kind fit to be handled as shelf goods.
Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.
Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**

HUGO REISINGER, Manufacturer,

HOWARD E. CASE & CO., Export Agents, 116 Broad Street, N. Y.

11 BROADWAY, N. Y.

IMPROVED TYPE.

Don't MUTILATE your papers with pins or fasteners but use the . . .



"GEM" PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.

Price, 15 cents per box of 100.

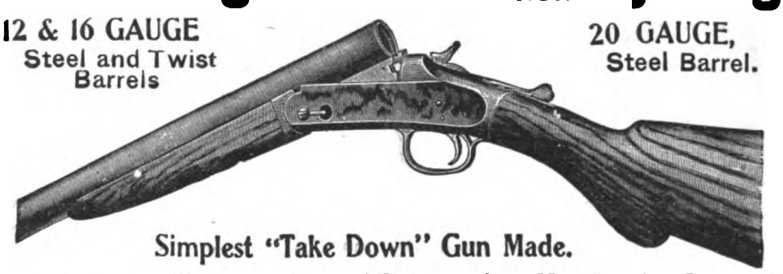
BUSHMAN & DENISON. Mfrs. 240-2 W. 23d St., N.Y.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

Vrooman's PATENT SANITARY Sink Strainor

"THE FAVORITE ONE"



A KITCHEN NECESSITY

Keeps sinks clean and is easily cleaned.

Prevents s oppage of sink pipe and saves frequent plumbing.

Can be used in any sink with stand.

It is unequalled as an economic, cleanly and sanitary device.

A PROFITABLE SELLER

If you are after the best strainer made, ask your jobber for the Vrooman Strainer.

Write for descriptive booklet.



VROOMAN'S STRAINER



WIRE STAND

F. H. & E. B. Vrooman.

225 DEARBORN STREET CHICAGO, U. S. A.

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PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

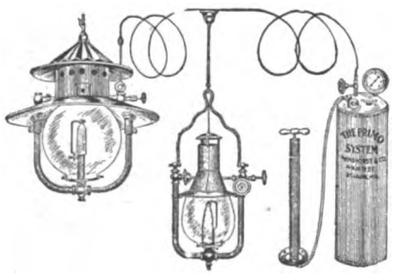
W. J. ADAM, JOLIET, ILLINOIS.

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FRANKFORT IRON FENCE WORKS
F. A. COLVER, MANAGER. FRANKFORT, IND.

The PRIMO



Gasoline Systems, Gas Machine and Lamps are FAMOUS.

We will ship on 10 days trial to reputable merchants.
Write for New Catalogue.

WINDHORST & CO.,
102 N. 12th St. ST. LOUIS, Mo.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY



THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Wanted.

WANTED FACTORY BUILDING—A company operating two separate plants, employing 300 hands (male), desires to consolidate its manufacturing into one plant within a convenient distance of New York, preferably within 30 miles. Want a factory building or buildings ready for occupancy, modern construction, with not less than 50,000 sq. ft. floor space. Address with full details, E. F., care of HARDWARE.

WANTED—Position in retail Hardware store by young man twenty-three years old, having three years' experience as salesman with firm dealing in Hardware and farm implements. Best references. Address "L," care of HARDWARE.

WANTED—First class traveling salesmen who are acquainted with the retail hardware trade in the Eastern cities. A good proposition for the right man. Address this paper giving full particulars, etc., as to qualifications. Address M. I., care of HARDWARE. (83)

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Salesmen Wanted.

SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

SITUATION WANTED—As Salesman in wholesale or retail Hardware store in New York City. At present holding position as assistant manager in large Hardware store in another city. Best of references. Address Harry Pence, care HARDWARE.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

For Sale.

FOR SALE—Old and well established retail business located on one of the principal thoroughfares of St. Louis, enjoying a good cash trade and carrying a clean and modern stock of Hardware, House Furnishing and Fancy Goods. For particulars address A. B. C., care HARDWARE. (84)

GOVERNMENT PROPOSALS.

TREASURY DEPARTMENT, Bureau of Engraving and Printing, Washington, D. C., February 1, 1904.—Sealed proposals will be received at this office until 2 p. m. on the dates below named, to furnish during the fiscal year beginning July 1, 1904, the following classes of supplies, viz: Monday, March 21, 1904: Dry colors, rubber goods, engravers' supplies, textiles; Tuesday, March 22, 1904: Hardware, oils, dextrine, grocers' sundries; Monday April 11, 1904: Paper, binders' supplies, plumbers' supplies, chemicals; Tuesday, April 12, 1904: Electrical supplies, printers' inking rollers, strawboard boxes, lumber. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information desired, will be furnished intending bidders on application to WM M. MEREDITH, Director of Bureau.

EXPORT AGENTS
BECHTOLD & WOOD,
54 Stone Street. New York City.

Desires to represent for export Manufacturers of Household and Hardware Specialties, Cutlery etc. Builders and Contractors supplies. First-class references given.

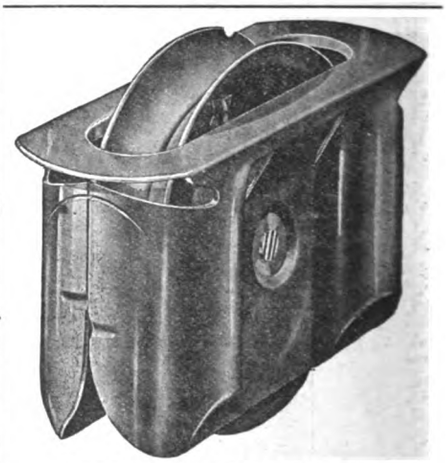
To Let

Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.



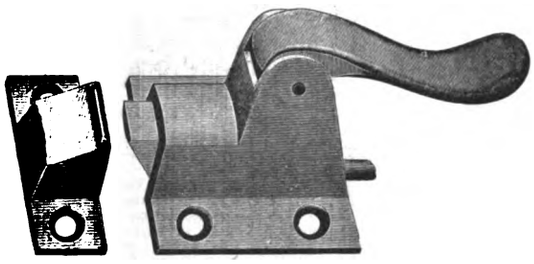
"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

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Just Ask for It



Our 1904 Catalogue,

which is now ready for mailing, is filled with descriptive matter and illustrations of our complete line of Brass, Bronze and Iron Hardware for Architectural Work, Builders, Store, Office, Cabinet and Saloon Fixtures, Railings and Grill Work, Latches, Hinges, Pulls and numerous specialties of interest to the Hardware Dealer.

We Mail It Free on Request.

WESTERN BRASS MFG. WORKS

63 to 65 So. Canal St.,

CHICAGO, ILL.



NOTHING will draw trade on a dark night like a well-lighted store.

Nothing will light your store so well and at such little cost as the **"Ann Arbor Gasoline Lighting System."**

Until you have actually seen this splendid light, you can have no idea what a clear, beautiful illumination it gives. Its cost is about one-tenth as much as electricity or gas. Endorsed by up-to-date merchants everywhere.

Introductory Offer: We have a special proposition to make the first man who writes from every community that will enable him to save money.

Write to-day for descriptions and prices. We have some choice territory left for the right kind of agents.

Superior Mfg. Co.

210 Second Street,

Ann Arbor, Mich.

COATES CLIPPERS

25 YEARS EXPERIENCE

Unrivalled Facilities

and an Acre of Floor Space

Devoted to the exclusive manufacture of Toilet and Horse Clippers, have placed

Be wise and investigate our Catalogue and prices. They will open your eyes.

Coates Clippers at the Head



of ALL Clipping Machines for man or beast.

Users the world over acknowledge Coates clippers to excell in beauty of finish, strength, and fine cutting qualities.

When writing us please mention HARDWARE.

Coates Clipper Co., Worcester, Mass.

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"BLUE BOOK" CREDITS OF THE HARDWARE IRON & METAL TRADES.

We have just issued the most complete and reliable book of credit ratings for this special branch of trade that has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The ***paying record*** is based upon ***ledger experience*** of credit men everywhere.

You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a ***specialty*** of it?

Terms of subscription can be had by addressing

Iron and Hardware Mercantile Agency,

BOSTON, 157 Federal St.
NEW YORK, 320 Broadway.
CINCINNATI, 106 East 3d St.
CLEVELAND, 814 Society of Savings Bldg.

WHEN YOU WRITE TO ADVERTISERS IN "HARDWARE" PLEASE MENTION THE FACT THAT YOU SAW THE ADVERTISEMENT IN HARDWARE

Screen Doors

Window Screens. Snow Shovels. Clothes Horses. Garment Hangers. Towel Racks. Mops Stable Scrapers. Kitchen Shelves Door Holders. Nozzle Holders. Tack and Nail Boxes.

The A. J. PHILLIPS CO.,
FENTON, MICH.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

HORSESHOE MAGNET HAMMER
WARRANTED.



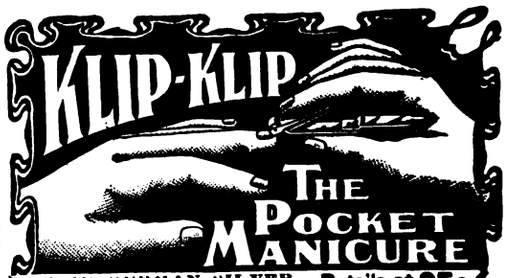
Fitted with long handles. A specialty for bill-posters and traveling advertisers; also useful in other trades

Superior to any Magnetic Tool heretofore made.

Arthur R. Robertson, Patentee and Sole Mfr.,
144 OLIVER STREET, - - BOSTON, MASS.

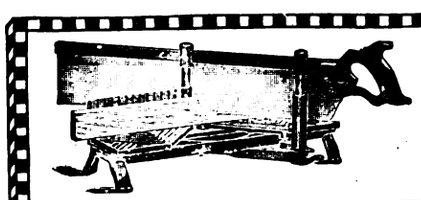
THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

KLIP-KLIP



THE POCKET MANICURE

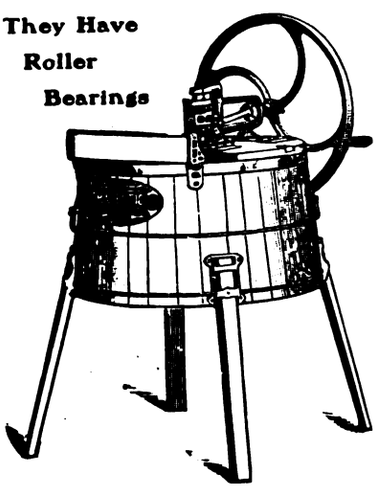
SOLID GERMAN SILVER. Retails at 25c
Trims, Files, Cleans, keeps the nails in perfect condition. A quick seller. Pays the dealer a liberal profit. Ask your jobber or write to KLIP-KLIP CO, 572 Clinton Ave. S., Rochester, N.Y.



The New Marsh-Langdon Improved Miter Boxes
Corrugated Iron Bed Plates
never warp or Split
Manufactured by
H. C. Marsh
1 Race St Rockford, Ill.



They Have Roller Bearings



Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines

Are Made UPON HONOR

Richmond Cedar Works,

MANUFACTURERS OF
WOODEN WARE,
Richmond, Virginia, U. S. A.

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Profit and Satisfaction

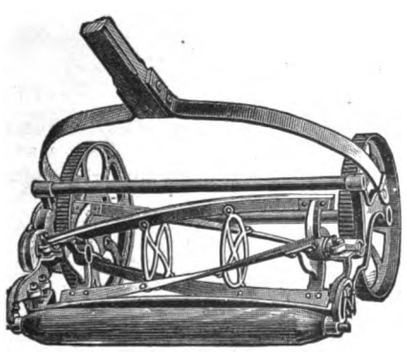
There are several productions of the Dixon Company that are specially suitable for the spring and summer trade of the Hardware Dealer.

The sale of them means a good profit to the dealer and great satisfaction to the buyer.

Will you permit us to send you particulars ?

Joseph Dixon Crucible Company

Jersey City, N. J.



Style A.—The ONLY ALL STEEL Mower made in the world.

GENUINE
Philadelphia Lawn Mowers,

Exclusively first class goods.
More in use than all others combined.
Every mower guaranteed to the purchaser.

Send for Illustrated Catalogue; show 15 styles of Hand and 5 of Horse Power Mowers. : : :

PHILADELPHIA LAWN MOWER CO.

3101 to 3107 Chestnut St., Philadelphia, Pa.

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."





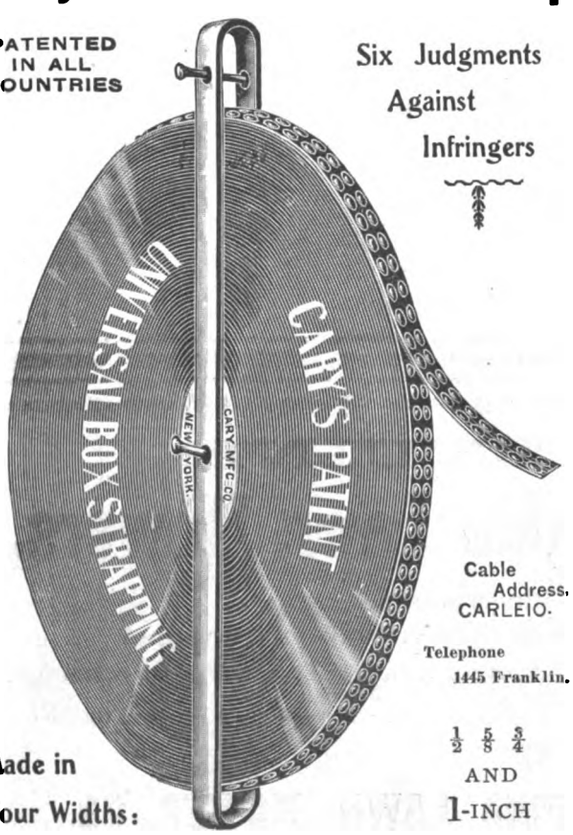
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. *Send for Catalogue.*



Cary's Universal Box Strap.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers



Cable Address, CARLEIO.

Telephone 1445 Franklin.

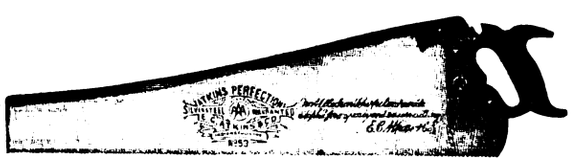
Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

CARY MANUFACTURING CO.
19 and 21 Roosevelt St., New York.

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
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Toronto, Ont., 30 Front St., East.

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INDIANAPOLIS,
Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B. 60c
G. D. ..... per M 34@ 35c
F. L. ..... per M 40@ 45c
G. E. ..... per M 50@ 52c
Musket ..... per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal, Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, Swgd $1.90
B. B. Caps, Round Ball $1 49
Cent. Fire, ... 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
first quality, all gauges ..... 60&5%
Climax, Club, Rival, 10 and 12 gauge ..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1 , 12, 16 and 20 gauge 20%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder 40%
Loaded with Smokeless Powder, medium grade ..... 40&5%
Loaded with Smokeless Powder high grade ..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag.. ..... $1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag 1.85
Chilled, 25-lb bag 1.85
Dust Shot, 25 lb bag 2 25
Markle's Chilled 1 85
Raymond's Chilled 1.85
Sparks Chilled 1.85
Tatham's Chilled 1.85

GUN WADS—per 1000—

B. E., 11 up ..... $ .60
B. E., 9 & 10 ..... .70
B. E., 8 ..... .80
B. E., 7 ..... .80
P. E., 11 up 1.00
P. E., 9 & 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
} 15%

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Adjusters, Blind—

Columbian 33⅓%
Domestic 33⅓%

Animal Pokes—

Iowa Farming Tool Co.:	per doz.
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net $2.00
Burton's per doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: per gro.
Invisible, No. 3 ..... Net, $5.00
Perfect, No. 2 ..... Net, 7.20
Bolt Holder, No. 1 ..... Net, 9.00

Anvils—

American "Horse-Shoe" 9¼c
Arm & Hammer ..... 8¼@8¾c
Eagle Anvils, per lb, net ..... 7¼@8c
Hay Budden, Wrought ..... 9@9¼c
Horse Shoe Brand ..... 9@9¼c
Peter Wright's 10¼c
Trenton ..... 9¼@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%
Bench Anvils, Phoenix 40%

Augers and Auger Bits—

Boring Machine, Snells 70%
Com. Auger Bits ..... 70@70&10
Forstner Pat. Bits 25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10 Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits 60%
Extra 60%
No1 ..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car 40%
Jenning's Pattern Machine 25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3 ..... 25&10%
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Swan's 20%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co. ..... 25&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, per doz. $60 ..... 50%
Swan's 60%

DOUBLE CUT GIMLET BITS—

Common, net ..... $2.75@3.00
German Pattern, net ..... $4 00@4 25
Mayhew's Diamond per doz. $1.25 ..... 40%
Swan's ..... 40&10%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers ..... 60%&5%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co. ..... 40&10%
L'Hommedieu's ..... 15&10%
Snell's 50%
Watrous' ..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad ..... 40&10%
Handled Scratch ..... 40&10%
Patent Peg 50%
Sewing, Com. ..... 88c@$1.00
Shouldered Peg 50%
Shouldered Brad 50%
Socket Scratch per doz $1.00
Stanley Rule & Level
Handled Brad ..... 30&10%
Patent Pegging ..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, per doz. $7.50; No. 20, per doz. $10 ..... 60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50 ..... 30&10%

Axes—

First quality, best brands $6.50to9.75
Ice, Bradleys 30%
Bradley's wide bit, net $10.50
Long Island, net 9. 25

HATCHETS—

Hunt's, Underhill's or Blood's ..... 40&10%
Plumb's:
Shingling, etc. ..... 33⅓&5
Broad and Bb'l 33⅓%
Boys Axes ..... 33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc. } 50&5%
Picks and Mattocks 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
3 " " " ..... .25 "
10 " firkins (6 in case) ..... $1.20 "
25 " pails ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9 00 "
200 " ¼ bbls ..... .08½lb
375 400 lb " ..... .08½lb

Balances—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2 ..... 40%
Class D, E, F 30%
Class G 20%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells—

HAND—

Extra Heavy Brass ..... 60@60&10%
Light Brass ..... 60&10%
Pure Bell Metal ..... 55@60%
Silver Chime ..... 33⅓@33⅓&10
White Metal 60%

DOOR—

Trip, Gem ..... 50&10%
Alarm, Abbe's ..... 40@40&10%
Alarm, Yankee ..... 50@55%
Gong, Abbe's ..... 40@45%
Gong, Yankee ..... 50@55%
Lever, R. & E. Mfg. Co.'s ..... 55@55&10%
New Departure ..... 45@50%

COW—

Common Wrought 75%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 50%
Western, Sargent's List ..... 70@70&10%

Bellows—

Blacksmiths' 70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand 60%
Competition Brand 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Phoenix 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12¼c

Bit Holders—

Angular 40%
Extension:
Barber's, per doz. $15.00 ..... 45@50%
Ives' per doz. $20.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, per doz. $3.00 ..... 33⅓%
Excelsior per doz. $10.00 ..... 50&10&5%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity per gr $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel ..... 60@60&10%
Eddy's ..... 60@10&70%
Harts' Steel ..... 50@60&10%
Iron Strapped, Japan'd Sheaves. 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c. ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 75@10%
Wrought Barrel Bolts, Griffin's. 75&10%
Wrought Square ..... 50@50&10%
Wrought Shutter, Standard list .. 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list .. 50@50&10%
Wr't Sunk Flush, Stanley's list .. 45@45&10%
Wr't B. B. Flush, Com'n, Stanley's list ..... 50&10@60%
Wrought Spring, Sargent's .. 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts ..... 75&10%
Machine, Plain Nuts ... 75&10@75&10%
Carriage, Common ..... 75&5@75&10%
Phila., Eagle, list May 24, '99 ..... 60%

Tire—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common, ... 72½&10%
Norway, Phila 60%
Pertchester, Norway 60%
Phila 60%

STOVE AND FLOW—

Plow 60%
Stove, ... 60%

MISCELLANEOUS—

Sink 60

Bone Mills.

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔&10%
Common Ring ..... 20&10%
Ives ..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.60 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,"....30&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&10%
No. 208@214....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5&60&10%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....60&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list. .40&10 @60&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5 00
Bemis & Call's....65%

Bright Wire Goods—
Standard, List, June 24,1903....90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's....60%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—

BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept.'96.30&30&10%

CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%

WROUGHT STEEL—
Table and Back Flaps....75% Narrow and Broad....75% Inside Blind....75&10% Loose Pin....75&10% Loose Pin, Ball and Steeple Tip....66⅔% Japanned, Ball Tip Butts....70&10% Bronzed Wrt. Nar. and Inside Blind Butts....55&10% — Extra 10% to 10&10

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ doz., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phoenix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....30%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@45&5%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$6.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3.60
⅝	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co. Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain.. — 40%
Galvanized Pump Chain....4½@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass..60&10@60.10& 0%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....30%
Moore's "Differential"....50&5%
Moore's Hand Hoist, with brake....25%
Moore's Trolleys and Hoists....30%

Carpet Stretchers
Montross' "Excelsior,"...₩ doz., $6.00....30%
Bullard's....33⅓%
Cast Iron Steel Points....₩ doz....80c
Phoenix....50%
Socket....₩ doz.. $1.75@$3.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18 00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....35@30%
Goodell's Family....net ₩ doz. $5.00

Chisel and File Handles
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Mix, Ohio Tool Co., P. S. & W., Swan, Witherby — 70
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%

COLD CHISELS—
Good quality, ₩ lb....15@18c
Snell's Best C. S....50&10%
Crook's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quill Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Bell Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bros Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork Screw Co....33⅓&5%
Humason & Beckley Mfg. Co. 50&10%
Samson....₩ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ₩ dozen net....$8.00

Corn Hooks ₩ doz
Kretsinger Cut Easy....$8.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7 50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
The Metal Stamping Co. Ideal,...20&10%
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ₩ doz. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓&10%
Pullman's Screen....₩ dos. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '96....20%
Phoenix....33⅓%
Perfect....65&10&10
Pullman, Coil....20%
Star (Coil), list Oct. '96....25%
Torrey's Rod, 39 in. ₩ doz., net. $1 25
" " 48 in. " " 3 50
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....55%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....35@35&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S & W....70@70&10%
Witherby....70@70&10%
Warrens....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls each $3 00..15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench....30%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co....30%
Enterprise Mfg. Co....25@30%

Egg Beaters—
Keystone....33⅓%
Spiral....₩ gro. $4 25@$4.50
Standard Co....Net prices.
Taplin Mfg. Co....Net prices.

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Emery—
Genuine Turkish Walpole Mills,
No. 6 to 46, ℔ lb.....10c
No. 54 to 150, ℔ lb.....10c } 20%
Flour, ℔ lb.....5c

Enameline— ℔ gro
No. 4.....$4.50
No. 6.....7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers' Knives ℔ doz.
"Challenge".....$3 00
Popes.....8.00
Wilkinson's.....$8.00 net
Westerholm's.....$3 25

Faucets—
Brass Globe Cocks.....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange 65&10%
Lever Handle Bibbs, Gr. Ky.
Hgh.....65&10@70%
Flo.....65@65&10%
Frary's Iron Petroleum...60@60&10%
John Sommer's "Peerless," Tin Key.....40%
Joan Sommer's "Boss," Tin Key...:0%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—
Enterprise ℔ doz. $56.00.....40%
Lanes.....$40.10&2½

Files—
DOMESTIC—
New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
McClellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....80@80&10%
Royal.....80@80&10%

IMPORTED—
Stubs.....Stubs' list, 80@88½%

Filters—
Acorn.....50%
Pulper's Natural Stone $8.50@$13.50
Subject to trade discount.

Fish Hooks—
Amer Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.
Bishope:
Level Winding Jeweled Reel, ℔ doz. $78.00
Level Winding Steel Pivot Reel ℔ d z. $66.00
Auto Even Spooler.....℔ doz. 3.00
Gun Cleaner.....℔ doz. 4.20
Lightening Fish Scaler..℔ doz. 3.00
Fish Hook Shield.....℔ doz. 3.00

Fish Seasers—
Dovert's Saddlery Works:
Great American.....60&20%
Fitch's.....net prices

Fluting Scissors—
List.....45%

Forges—
Boynton & Plummers.....60%

Forks—
Geneva:
Two Tine Hay and Boy...50&10&5%
Three Tine Hay and B y.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four Tine Hay.....6 ¾%
Long Three Tine, Grain, &c..65%
Long Four Tine Header, &c.....65%
Alfalfa Deep Dish Header.....65%
Three-Tine Baler.....65%
Four Tine Baler.....65%
Barley and Grain.....60&10%
Champion Hay.....60%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 60¾&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&1 ¼
Stable and Fish.....50&10&5%
Heavy—
Sugar Beet.....50%
Vegetable Scoop.....50%
Coke and Coal.....50%
Cotton Seed.....50%
Sluice.....50%

HEAVY FORKS—
Vegetable Scoop
Sugar Beet
Barn
Sluice
Cotton Seed } 40&10%
Coal and Coke
Stone
Tanners'
Shaving
Oyster

Fruit, Wine and Jelly Presses.
Enterprise.....30@45%

Fry Pans—
Standard List.....70&10
No ... 0 1 2 3 4
℔ doz. $3.00 $3.75 $4.25 $4.75 $5.25
No. 3 6 7 8
℔ doz. ... $6.00 $7.00 $8.00 $9.00

Fuse—
℔ 1000 ft.
Hemp Fuse.....$2.60
Cotton Fuse.....2.90
Single Taped Fuse.....3.25 } 5@10%
Double Taped Fuse.....4.50
Triple Taped Fuse.....5.00

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking, Mortise, etc..50&10@5&5&
10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets
"Diamond" Gimlets, ℔ gr..$4.00@$4.25
Double Cut.....40&1 @50%
Metal Head.....50&10%
Wood Head.....50%
Swan's, German Pattern...40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—
Enameled.....40%
Tinned.....35%

Graters—
Enterprise.....25@30%

Graphite, Lubricating.
Dixon's Pure Flake
633- 1 lb. cans,.....20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes,.....15 cts. lb
645- 50 " " .....14½ cts. lb
646 100 " kegs.....14 cts. lb.
647-350 " barrels,.....12 cts. lb.

Grindstone Fixtures—
Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%
P S & W.....30&10@40
Reading.....60%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition

Hame—
Britton's.....℔ doz. $6.50

Halters—
Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....25%
Web Halters.....45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Humason & Beckley, Nail.....70%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1 75.....40&10%
H & B., Tack.....℔ doz. net $2.50
Maydole's.....33⅓&5&10&10%
Phoenix, Tack.....40&10%
Peck, Stow & Wilcox.....50%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....70&2½%
3 to 5 lb.....70&12½%
Over 5 lb.....
Wilkinson's Smiths.....9½c@10c ℔ lb.

Hammock Ropes—
Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....℔ doz., $15 00

Handles—
WOOD—
Auger, assorted.....℔ gr. $2.75@3.00
Auger, large.....℔ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8 2½.....40%
Auger, Swan's Pat., ℔ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel
Brad Awl
File } 25@33⅓%
Auger
Soldering Iron
Brad Awl.....℔ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ℔ doz., net 1.50
File, assorted.....℔ gr. $1.1.@1.25
Firmer Chisel, Apple, assorted, ℔ gr. $2.2.@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork.....60@60&5%
"Simplicity" File Handles, ℔ gr. $ .90@1 50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles....60%
CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—
Old Pattern.....60&10%
New England.....66⅔@40%
Lane's Covered.....50&10 &10%
Lane's Hinge Pattern..net $7.40 ℔ doz.
Lanes:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....℔ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos 11, 14.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18 00; No. 1 Special, $15.00, ℔ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.
Pullman's.....℔ gro. net, $9.00

Hangers, Parlor Door, etc.—
Lanes:
Standard.....net, $3.95
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—
J. D. Warren Mfg. Co.
OAK CABINETS—
No. B 4 8, 40 drawers, no partitions, run. ft, $3 60; net each.....$50.00
No. 1630, 16 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28
OAK BASES—
No. 1700 open base with center shelf, run. ft., $1.85; net each.....15.40
No 1702, open base with center shelf, run ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2 75; net each.....22.92
NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....23.57
No 1 70, 8 nail spaces and 4 open shelf spaces above run. ft. $3.10; net each.....25.84
No 1772 8 nail spaces and 6 assorted o k drawers above nail bins run ft. $4 68; net each, 30.68

Harness Snaps—
See Snaps.

Hasps and Staples—
Cronk's.....50%
McKinney's "Perfect," $1 10 ℔ doz 50%
Wrought.....85&10&20%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10&10%

Hay Tools—
E. E. Myers & Bro.:
Comb. Car, Double Steel T.....$7.00
Comb. Car, Wood Track.....7 00
Common 6 in. Wood Sheave Pulley Fig. 449.....℔ doz 3.96
D H Fork Steel Regular, each, 1.00
Double Grapple Fork, each, 7.00
Double Rail Steel Track, complete with clamps.....℔ ft...20
Faultless Steel Frame K. P. Pulley, Fig. 495.....℔ doz. 1.00
Faultless Steel Frame 6 in Plain Pulley, Fig. 488.....℔ doz 3 80
Floor Hooks 3 in.....℔ doz 1 40
Floor Pulley, Wood Sheave Fig. 496.....℔ doz 4.20
Hanging Hooks for Double Steel Track.....℔ doz. 1.40

Hanging Hooks for Single Steel Track.....℔ doz. 1.40
Hanging Hooks for Wood Track.
10 in.....℔ doz. 1.00
Hanging Hooks for Wood Track,
18 in.....1.80
Malleable Frame K. P. Pulleys,
Fig. 676.....℔ doz. 4.60
Malleable Rafter Brackets, ℔ doz.
Nellis Fork.....each, 3.40
New Myers Iron Rod Car.....7.00
Reed Wood Frame Pulley with Hook, Fig. 484.....℔ doz. 4.00
Rev. Car., Double Steel Track.....7.00
Rev. Car., Wood Track.....7.00
Rope Ditch.....℔ doz. 3 00
Single Rail Car, Single Steel T...7 00
Single Rail Steel Track with clamps.....℔ ft. 20
Sprout's Shear Fork, each.....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ℔ doz.....3.20
Sure Grip Sling Car, Steel or Wood Track.....12.00
Walker Fork, each.....3.60
Wrought Rafter Brackets ℔ doz .70
Discount on above, 0%

Hay and Straw Knives—
Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ℔ doz. net $9.60
Iwan's Hay, Imp. Serrated ℔ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz net $10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40&10%

Hedge Trimmers—
Wadsworths:
No 1, per doz. net.....$3.00
No. 2, " " 6.00

Hinges—
WROUGHT IRON HINGES—
Screw Hook and Strap, { 6 to 12 in., ℔ lb. 3½c. / 14 to 30 in., ℔ lb. 3½c. / 32 to 36 in., ℔ lb. 3c.

STRAP AND T HINGES.
New List, March 15, 1901.
Light Strap Hinges.....80&5% } Extra 10@10&10
Heavy Strap Hinges....80&20&10%
Light T Hinges.....75&10&5%
Heavy T Hinges.....75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps.....70%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T.....80&20%

SPRING HINGES—
Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago.....25%
Columbian Hardware Co.
American.....30%
Gem.....25%
Oxford.....30%
Cabinet.....30%
Showcase.....40%
Columbia, No 14, net ℔ gro. prs. $ 9.00
" " 18, " " " 18 00
Niles Manuf'g Co.....30%

GATE HINGES—
Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ℔ doz. $7 80.....60%
N. E., Reversible, ℔ doz. $5.60.....60%
N. Y. State, ℔ doz. $4.90.....60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ℔ doz. $4.90.....60%

BLIND HINGES—
Ballinger & Barkley.....50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.....50%
Nos. 1, 2, 5.....70&10%
Nos. 40 and 50.....70%
Parker.....70&10%
Sargent's, Nos. 1, 2, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.80 ℔ doz. sets. 50&10%

Hitching Cords—
Covert Mfg. Co.....45%
" " " .....
Hitchers Stall.....35%

Hoes—
Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....7 %
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..60¾&12½%
Street and Mortar.....70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12½%
Straight Shank Planters..70&10&7½%
Mississippi Planters'.....75&10&7½%
Geneva Cotton.....70&10&10%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&15%
Turf Edgers.....50&15%

Hoists, Chain—
"Moores'," Anti-Friction.....30%
" Hand Hoist.....20%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....50&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $3.50
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CORN—
Kretzinger Cut-Ezy.....₩ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list...50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....90%
Hammock Hooks, E. C. Stearns, ₩ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Hamason & Beckley, New List..85&10%
WIRE
Atlas Coat and Hat.....45%
Atlas, New List, Single cases....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Belt.....75@75&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. O.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos.	6	7	8	9	10	
Anchor & New Haven	28c	21c	20c	19c	18c	40%
Nos	6	7	8	9	10	
Aussable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset. Nos. 5 to 10, ₩ lb						13c.
Northwestern	24c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	35&4%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3.75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45c
Hemp.....45%
Jute.....45%
Sisal.....40&5
Sisal.....20

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6.00..25@30%
No. 34. ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpener—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2.50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Carriage, Jap.....₩ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40-
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....66&10%
Yale & Towne Wood.....net

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
₩ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.	
$5.00	$5.25	$5.50	each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.	
₩ doz. $12.00	$15.00	$24.00	30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₩ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ₩ doz. $5.50; 2, $3.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₩ doz. $2.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....₩ doz. $3.00 30&10@40%
Wood, Common, ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's...50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Blaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%

Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	5	5
Each..	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz. 33⅓&5%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise.....35@35&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4.50	$6

Hales.....70-
Home No. 1, ₩ doz. $22-75.....50&10%
Little Giant.....40&5%

Nos...	305	310	312	320	322
	$35	$43	$44	$72	$88

Woodruff's, ₩ doz.....40&5%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—

	₩ lb
Magnolia Metal Co.:	
Defender	18c
Kosmic	9c
Magnolia, Anti-Friction	28c
Mystic	14c

f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ₩ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₩ doz. net $12.00
Eclipse.....₩ doz. 00, 25&10&10%
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 5.00
Giant, No. 1, ₩ doz. $18.00. No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....₩ doz. $18.00. 20%
National.....₩ doz. 24.00. 20%
Pelican.....₩ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₩ doz. 4.25
" No. 3 D.....₩ doz. 3.75
Large,
" No. 2 B.....₩ doz. 4.75
" No. 2 D.....₩ doz. 4.00

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:

Octagon	₩ gr.. $5.25
Corrugated	6.75
Knurled	6.75@7.50

Needles.
Shrimpton's Mach (on orders of $25) 25c

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₩ gro.
Acme, Japanned.....$20.00..40%
Acme, Nickel Plated.....30.00..25%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched:

Mfrs. or U. S. Standard.	Off Mat
Square, Plain	$5.10
Hexagon, Plain	5.60
Square, C. T. & R.	5.30
Hexagon, C. T. & R.	6.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	6.00
Hexagon, Blank	6.50
Square, Tapped	6.00
Hexagon, Tapped	6.50

Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's:
Gem.....₩ doz. $.50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@7.50&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb
" Small " ..10 c " "
Queer Creek Axe ..20 c " "
} 40%
OIL STONES—
Pikes'

Lily White Washita	40 c	₩ lb.
Rosy Red	60 c	" "
Extra	50 c	" "
No. 1	40 c	" "
No. 2	30 c	" "
Lily White " Round, Edge Slips	90	" "
No. 1 Washita, Round Edge Slips	70	" "
Washita Pen Knife Pieces	70 c	" "
No 1 Hard Arkansas Stone 3 to 5½ inch long	$2.80	" "
No 1 Hard Arkansas Stone 5½ to 8 inch long	$3.50	" "
No 1 Soft Arkansas Stone 3 to 5½ inch long	$1.80	" "
No 1 Soft Arkansas Stone 5½ to 8 inch long	$1.70	" "
Soft Arkansas Round Edge Slips	$2.50	" "
Hard Arkansas Round Edge Slips	$4.00	" "
Hard Arkansas Pocket Knife Pieces	$4.00	" "

} 33⅓

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Pikes
Wasnita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones,..(2oc ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan .....(10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston' ..... 50&10&5%
Phoenix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 60%
Extra..... 60%

MISCELLANEOUS— ₩ lb
American Packing..... 9c@10c
Cotton Packing..... 13c@14c
Italian Packing..... 10½c@12c
Jute..... 5c@5½c
Russian Packing..... 12c@13½c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin..... 5.00
Bonanza..... each 6.50
Dandy..... each 7 50
Eureka, 1898..... each 20.00
Family Bay State..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 7½..... 4.00
Reading, 78..... 7.00
Turntable, 1898..... 6.75
White Mountain..... 6.00
POTATO— ₩ doz.
Victor..... $60.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$2.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6 87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored ..... $4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
Plumbs:
Railroad or Adze Eye.....60&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire.....50%

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench, Second Quality..... 50&10%
C. E Jennings & Co..... 50&10%
Molding..... 33⅓%

IRON PLANES—
Chaplin's Iron Planes..... 50&10
C. E Jennings & Co., Iron..... 50&10%
Sargent's..... 50&10&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous..... 25&10@25&10&10%

PLANE IRONS—
Auburn "Thistle"
Ohio
Sandusky
} 30&5@30&10&5%
Buck Bros..... 30%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co..... 10⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White..... 20&5@25%

Pliers and Nippers—
Button's..... 60&10@70%
Carew's Pat. Wire Cutters..... 25%
Cronk & Carrier:
Pliers
No. 1..... 60 & 10%
20..... net, $9.00
40..... 75%
50..... 80%
65..... 40%
70..... 50%
80 ..... 40%
85..... 40%
Wm. Johnson's Gas Pliers..... 66⅔%
Smith's Side Cutting..... 25%
P. S. & W. Box Joint..... 40@40&10%
Lap Joint..... 40&10@50
P. S. & W. Tinners' Cutting Nippers..... 30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers..... 20%
Iron Levels..... 25&10%
Disston's..... 70%
Machinists'..... 25%
Pocket Levels..... 70&10@75%
Stanley's..... 40@40&10&10%
Stanley's Duplex..... 20@20&10&10%
Wood's Extension Sight..... 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... 25%

Polish Metal—
Prestoline Liquid, New List..... 40%
Prestoline Paste..... 33⅓@40%
U. S Metal Polish Paste, 8-oz. boxes, ₩ doz..... $ .50
₩ gross..... 4.80
½-lb. boxes, ₩ doz..... 1.35
1-lb. boxes, ₩ doz..... 2.35
U. S. Liquid, 8-oz cans, ₩ doz ... 1.25
₩ gross..... 12.00
Barkeeper's Friend Metal Polish, ₩ doz..... 1.75
₩ gross..... 18.00

Polish, Stove—
Dixon's Plumbago..... ₩ lb
Joseph Dixon's..... ₩ gro. $5.75, 10%
Gem..... ₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt..... $ .75 $ 7.00
1½ qt..... .85 9.50
2 qt..... 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00..... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion..... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle.....net $7.00
Perfection..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz net $6 50
Atlas Pattern..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks..... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears..... 60 & 10%
Rockdale Pruners..... 33⅓%
Standard Tree Pruners..... 75%
S. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination ..... ₩ doz., $12 00, 25&10%

Pulleys—
Awning..... 60@60&10%
Axle..... 50&10@60%
Brass Screw..... 45&10%
Ceiling..... 50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter..... 60@60&10%
Empire Sash Pulley..... 60%
Fox all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00..... 55%
Hay Fork, Hartz, 4½-inch, ₩ doz., $6.00..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12 00..... 40%
Side, Anti Friction..... 50%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers'..... 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Dairy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. List:
No. 1, Fig. 828, 3 in. Shallow Well Pump..... $18.00
No. 8, Fig. 828, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 807, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 807, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump..... 15.00
No. 32, Fig. 528, 3 in. Deep Well Pump..... 17.00
No. 50, Fig. 831, 3 in. Shallow Well Pump..... 14.00
No. 59, Fig. 832, 3½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 833, 3½ in. Deep Well Pump..... 15.00
No. 72, Fig. 833, 3 in. Deep Well Pump..... 15.00
No. 73, Fig. 833, 3½ in. Deep Well Pump..... 16.00
No. 102, Fig. 448, 3 inch Lift Pump..... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 128, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 285, Fig. 389, Windmill Pump..... 12.50
No 285, Fig. 403, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 28.00
No. 288, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 492, Bucket Spray Pump..... 5.00
No. 330, Fig. 547, Knapsack Spray Pump..... 10.00
Discount, 50% f. o. b. Ashland.

Punches—
Semis & Call Co.'s:
Cast Steel Drive..... 50%
Check..... 50%
Spring..... 50%
Morrill's..... 50%
Niagara Hollow..... 40%
Niagara Solid..... 50%
Saddlers' or Drive, good.....60@65%
Shull's Tinners'..... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat..... 15%
Tinners' Solid, P. S. & W. Co., ₩ doz..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co.,...80%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.60
Barn Door, "None Better" No. 1, ₩ foot..... 5½c
Barn Door, "None Better" No. 2, ₩ foot..... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c..... 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in.....net, 3.75
Stowell's Wrought Steel..... 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot..... 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c..... 10@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable..... 70%
New Champion..... 75%
Victor..... 80%
Anti-Clog Lawn..... 75%
Never Break Garden..... 75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen.....20, $3.45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head)..... 2.75
Steel, Garden 10th..... 2.21
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2.88
Geneva Garden and Gravel..... 70%
Geneva Waddler Garden..... 75&15%
*Toy Shank, Steel..... 70%
*Mall, Heavy Braced Curved ...70&10%
*Mall, Light Braced Straight .. 70&10%
*Mall, Heavy Sgl. Shank " .... 70&10%
*Lawn, No. 1..... 70&10%
*Lawn, No. 2..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's..... 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric..... List net
Boracic..... 60&10%
Fox..... 40%
J. R. Torrey Razor Co..... 20%
Wosteoholm and Butcher, $10.00 to £..... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned....
Bronzed Finishes..
Electro-Plated.....
Nickel Plated.....
} 70 to 75%
White Porcelain..... 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo..... .....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs..... 50@50&10%
Hose with Burrs.....50@50&10
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners'..... 75%
Miscellaneous..... 75%

Rivet Sets—
Regular List..... 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger... .....15½c
2d grade, ¼ in. and larger.....14½c
Jute Rope:
A grade..... 6½c
C grade..... 6
Manila:
7-16 in. and larger..... 12 c
⅜ in..... 13½c
¼ and 5-16 in..... 13 c
Steel:
7-16 in. and larger.....8½@9½c
⅜ in..... 9@10c
¼ and 5-16 in..... 9½@10½c

Rules—
Athol, Steel..... 33⅓%
Boxwood..... 60&5&@60&10&5%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's ...55&10c

Sad Irons—
ASBESTOS—
Polishing..... 50%
Pressing..... 50%
Laundry..... 45%
Sleeve..... 50%
Tourist..... 50%
Toy..... 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $9.75
Bronze Finished in Cases"... 3 15
Aluminum Finish " " 2 95
Full Nickel " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10&10%
Garnet Paper..... 30%
Flint and Emery Paper. 50&10&10%

Sash Balances—
Caldwell Mfg. Co..... 50%
Victor Bronze..... 75%
Victor Steel..... 70%

Sash Chain—
Competition..... 50&10%
Giant..... 40%
Monarch B. C Co,..... 70%
Pullman Bronze..... 70%
" Cop Steel..... 70&10&10%
Royal Metal..... 65&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated..... 70%
Victor Bronze..... 70%
Victor Steel..... 75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian..... ₩ lb 16@18c
Cable Laid Russia..... ₩ lb 13½@14c
Common India..... ₩ lb 9@10c
Patent Russia..... ₩ lb 12½@13c
Patent India..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 33½@35c
"Samson" Braided Italian Hemp ₩ lb 33½@35c
"Samson" Braided Linen... ₩ lb. 40c

Massachusetts:
White, Cotton.....22½@24c
"Phoenix"..... 16@20c

Silver Lake:
A Quality, Drab..... ₩ lb 40c, 5%
A Quality, White..... ₩ lb 35c, 5%
B Quality, Drab..... ₩ lb 35c, 5%
B Quality, White..... ₩ lb 30c, 5%

United States:
B Quality..... ₩ lb 16½c
C Quality..... ₩ lb 17½c
White Cotton, Hard Braided.... ₩ lb 18c

Sash Fasteners.
Ives "Crescent"..... 60%
Imperial..... 33⅓%
Sash Rollers..... 70%
Ives Casement Fasteners..... 40%
Champion..... 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—
Champion Meeting Rail..... 70%
Champion Side..... 60%
Ives' Patent:
Wrought Metal..... 55%
Cast Metal..... 66⅔%
Window Ventilating Lock..... 60%
Payson's Signal..... 80%

Sash Weights—
Ton lots at factory..... $36.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4..... each $30.00, 20%
Enterprise Mfg. Co..... 25@25&7½%
National Specialty Mfg. Co..... 33⅓%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 50%
Band ⅛ to 3-16 in. Wide..... 60%

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 14, 99, 9, 16, D100, D8, 120 76, 77, 3.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%
BACK SAWS AND FRAMES—
Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Back Saw Blades.....25%
Sterling Back Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Back Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%
Saw Filer—
Disston's D8 Clamp and Guide, $30.00
⅌ doz.....30%
Saw Frames -
C. E. Jennings & Co.....20%
Richardson's Wood.....net
Saw Sets -
Atkins:
Criterion Saw Sets.....⅌ doz. $6.00
Excelsior Saw Tools.....⅌ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅌ doz. net $8.50
"Royal".....⅌ doz. net 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cut- Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅌ doz.....$4.75
Stillmans.....⅌ doz. 1.00
Taintors Positive $18.00 ⅌ doz. 60%
Scales—
Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30&30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%
Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%
Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅌ doz. $2.00
Box, 2 Handle.....⅌ doz. $3.00@4.00
Foot.....35&5&10&5%
Ship Common.....⅌ doz. $2.40 net
Ship, R. I Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....⅌ doz. $2.50
Screens—
DOOR—
Phillips:⅌ dos.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in. Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fixed.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%
Screw Drivers—
Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri. Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ⅌ doz. $6.00 net
Electric Spiral No. 02 ⅌ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets. No. 3 $12, 50%
Howard-Allard. { A1 ⅌ doz., $9.00 net; A2 ⅌ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ⅌ doz. $18.50 net; No. 2 ⅌ doz.....$12.00
Phoenix, Spiral.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 30 and 40.....66⅔%
Screw Driver Bits (Snell's) ⅌ dos. ..60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ⅌ doz.....$1.00 } 40%
Gem, ⅌ dos.....90c }
C. T. Williamson Wire Novelty Co..40%
Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85& 0%
Brass, Round Head.....85&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL—
G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%
BENCH, HAND, ETC.—
Bench, Iron, ⅌ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws Millers Falls, without Roller Bearing.....50&10 &10%
Jack Screws, P. S. & W.....40&40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%
Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....35%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete $10.00.....15&10%
Rogers, complete, $4.00.....15&10%
Scythes— ⅌ doz.
Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 20%
Clipper, Grain.....
Weed and Bush.....
Scythe Rifles.
3- "oat.....$10.00 ⅌ gro. } 40%
4- " .....$12.00 " " }
Scythe Stones.
No 1 Indian Pond....$7 00 ⅌ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6 00 " " } 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7 00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
Seeders—
Raisin, Enterprise.....25@30%
Shears—
Acme (Cast).....40@40&5%
Ætna Steel Japanned.....80&90%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Shears, Hedge—
Wm. Wilkinson & Sons.....50%
Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1898..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%
SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.s.....60@60&10%
Sargent's list.....70%
Shells—
See Ammunition
Ship Tools.
L. & I. J. White.....25%
Shot—
See Ammunition
Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices
Shutter Bars—
Ives'.....45%
Shutter Bolts—
See Bolts, Shutter.
Sifters, Flour—
Hunter's Genuine..⅌ gross, $10@$11.50
Skate Sharpeners—
Eureka.....⅌ doz. $1.75; ⅌ gro. $18.00
Slaters Tools—
Plumbe.....30%
Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x14.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅌ gro. $16.50@$20.00
2 Knives.....⅌ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%
Sledges and Heavy Hammers—
See Hammers.
Slicers—
Vegetable, Enterprise.....35%
Smiths' Bellows -
See Bellows.
Snaps, Harness, &c.—
Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50&55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps 40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier.. 45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....30%
Yankee Snaps.....30&5%
Scythe Snaths -
National Snath Co:.....45%
Grain Cradles.....40%&12½%
Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅌ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%
Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List
SILVER PLATED FLAT WARE—
L. Boardman & Son, Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%
KNIVES AND FORKS NO. 12—
⅌ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00
Springs—
See Door Springs.
Spring Balances—
See Balances.
Spring Hinges—
See Hinges.
Squares—
Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10& 0%.70%
Winternottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%
Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ⅌ lb.....6½c.
FENCE—
Same price as Barb Wire. See Trade Report.
Stay Rollers -
Cronk's, No. 50 Net per doz ..$1.00
" No 55 " " " 60c
" No. 56 " " " 81c
" No. 60 " " " 81c
" No. 65 " " " 80c
Steels—
Chatillon's "Dicks".....30%
Stock Fountains—
The B-B Mfg. Co.:
"Dewey," ⅌ dos., net.....$13
Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%
PIPE MAKERS—
Holroyd & Co.....80&10&@80&10&10%
Stones—
See Oilstones.
Stops—
See Bench Stops.
Store Door Handles
See Handles.
Store Ladders—
Lane's.....0%
Myers' Noiseless.....50%
Stove Bolts—
See Bolts.
Stove Polish—
See Polish, Stove.
Sweepers—
See Carpet Sweepers.
Tackle Blocks—
See Blocks.
Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%
MISCELLANEOUS—
Double Point, in dozens. 90&10.&10&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%
Tack Pullers
Columbia, No. 1, ⅌ doz., net.....$5.00
Columbia, No. 2, ⅌ doz., net.....1.50
Little Jack.....⅌ dos.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmith.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50. 10&5%
2 1-4 to 3 in. inc.....34⅓&10%
3 1-8 to 4 in inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3 ¼ & 4 in.....60⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 30&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos 643 and 644, ₱ 100.....net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ doz. $1.35, ₱ gro. $12.00
Globe.....doz 1.35, ₱ gro. 12 00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Star, Blake's Pattern.....65@65&5%
Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₱ doz..$1.00, 1%
Mouse, Wood, Choker, ₱ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.15, ₱ doz...$12.00
No 3, Rat, ₱ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₱ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ₱ doz., $3.50; case of 75.....2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro. ...net$15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....80%
Disston's:
Brick and Pointing.....80%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....20%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₱ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50@50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box (Horseshoers', Nos. 60, 65 and 70.....60&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Ova Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Phoenix:
Oval Slide.....40&5%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30%
Stephens.....20%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....80&5
Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30&10%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
X. L. C. R.....70%
Clayton s.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903..35&10&10@90
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools...60&5%
Spooled Wire, ass'd for Retailing 70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 30.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 20.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " 67½%
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....40%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

P. S. & W. Agricultural.....80%
Alligator.....65&10@70%
Baxter's.....70@70&10%
P. S. & W. Machinists.....67½%
P. S. & W. Solid Handle.....30&10%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&10&5%
"Mechanics'".....40&10&10&5%
Coes' Pattern, Wrought Bar. 60&5&5 c0&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....35%
Stillson Pipe.....30%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 43c
Linseed, City, Boiled, in barrels, ₱ gal. 45c
Out of Town on Spot.....₱ gal. 45c
Calcutta, Raw, in barrels.....₱ gal. 65c
Lard, Prime City.....₱ gal.....61@62c
Lard, Extra, No. 1.....48@50c
Lard, No. 2.....38@40c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $19.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over. ₱ lb. 6½c
White Lead, Eng., in Oil..₱ lb. 6½@6¾c
Litharge, Kegs.....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....66½@ 67c
In machine bbls.....67@ 67½c

Dry Colors—

	₱ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 4½c
Umber, Turkey, burnt	3½@ 3½c
Umber, Turkey, raw	3½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 4½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	28	@30 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Axes and Edge Tools.
Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Foy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Geneva Tool Co., Geneva O.

Beet Hoes.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co., New York
Standard Metal Strap Co., New York.

Brasses, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Cuspidors.
John Bassimer & Sons, New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich. and New York.
National Sweeper Co, Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio

Cartridges
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chimney Thimbles.
L. A. Gendron & Co. Warren, Mass.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.

Churns.
One Minute Churn Co.
American Wooden Ware Mfg. Co.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y
John H. Graham & Co., New York
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W. H. Anderson & Sons, Inc., Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W H Anderson & Sons, Inc., Detroit Mich.

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counsellors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream Separators.
Lawrence Mfg. Co., Toledo, Ohio.

Cupboard Catches.
Champion Safety Lock Co., Geneva Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Beeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York.

Cutlery, Pocket.
John Chatillon & Sons, New York
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

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Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dairy Supplies.
Lawrence Mfg. Co., Toledo, Ohio.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Discount Books.
Hardware Publishing Co., New York

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva, Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drilling Attachments.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.
Silver Mfg. Co., Salem, Ohio.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Ensilage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Geneva Tool Co, Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co, Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gasoline Lamps.
White Manufacturing Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Shelby Stove & Mfg. Co, Shelby, O.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co, New York.

Glass Cutters.
W. L. Barrett, Bristol, Conn.

Glass Water Coolers.
Appert Glass Co, New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co, Geneva, O.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. R. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Baltinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Tenn.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. R. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. R. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Wm. T. Wood & Co., Arlington, Mass.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co, Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co , Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co.. New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co.. New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York

Mallets.
John Sommer's Son, Newark, N. J
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Measuring Pumps
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York

Mitre Boxes.
C. E. Jennings & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York
C. E Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York .

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oilers.
American Tube and Stamping Co Bridgeport, Conn.
Cushman & Denison, New York

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Shelby Stove & Mfg Co., Shelby, Oh o

Ornamental Iron Work.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks
Ames Sword Co., Chicopee, Mass
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston Mass.

Pipe Threading Machines.
Armstrong Mfg. Co Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies.
Berger Bros. Co , Philadelphia, Pa
Smith & Egge Mfg. Co., Bridgeport Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks.
Geneva Tool Co., Geneva, O.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.

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F. E. Myers & Bro., Ashland, Ohio.

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F. E. Myers & Bro., Ashland, Ohio.

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Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
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C. E. Jennings & Co., New York.

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Gurney Refrigerator Co. Fond Du Lac, Wis.
The John C. Jewitt Mfg. Co., Buffalo, N. Y.

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Stowell Mfg. Co., Jersey City, N. J

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Champion Safety Lock Co., Geneva, Ohio.
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Alfred Field & Co., New York.

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Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
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Schwerdtle Stamp Co., Bridgeport Conn.

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American Shearer Mfg. Co., Nashua, N. H.

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Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

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J. D. Warren Mfg. Co., Chicago, Ill

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American M'f'g Co., Battle Creek, Mich

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Geneva Tool Co., Geneva, O.

Sidewalk Lights.
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Geneva Tool Co., Geneva, O.

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Geneva Tool Co., Geneva, O.

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Keuffel & Esser, New York.
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American Steel Roofing Co., Middletown, O.
Canton Steel Roofing Co. Canton. O

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Syracuse Chilled Plow Co., Syracuse, N. Y.

Steel Springs.
Dunbar Bros., Bristol, Conn.

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Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

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Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

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Geneva Tool Co., Geneva, O.

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J. D. Warren Mfg. Co., Chicago.

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Fanner Mfg Co., Cleveland, O.

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F. B Shuster Co. New Haven, Conn.

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Ames Sword Co., Chicopee, Mass.

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Alfred Field & Co., New York
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Sugar Beet Tools.
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Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia Pa.
Sargent & Co., New York.

Table Cutlery.
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Tacks.
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John H Graham & Co., New York.

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American M'f'g Co., Jackson, Mich.

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Udell Works, Indianapolis, Ind,

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Pullman Mfg. Co., Rochester, N. Y.

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American Tube & Stamping Co., Bridgeport, Conn.

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Merrill Bros., Brooklyn, N. Y.

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C. E. Jennings & Co., New York.

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Berger Bros. Co., Philadelphia.
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Gilbert & Bennett Mfg. Co, New York and Chicago.

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The Metal Stamping Co. Niagara Falls, N. Y.

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Champion Safety Lock Co., Geneva, Ohio.

Ventilators.
Berger Bros. Co., Philadelphia.

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Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

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Wagon Jacks.
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Dunbar Bros., Bristol, Conn.

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Buffalo Wire Works Co., Buffalo, N. Y.

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Wire, Music.
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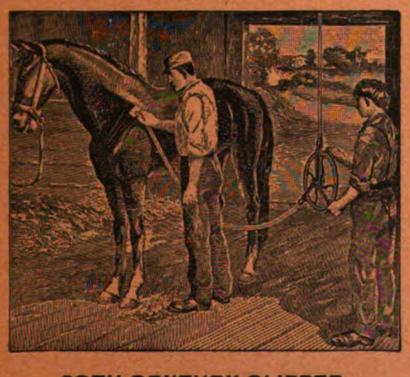


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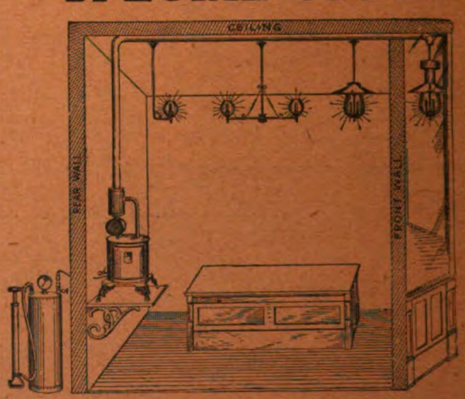
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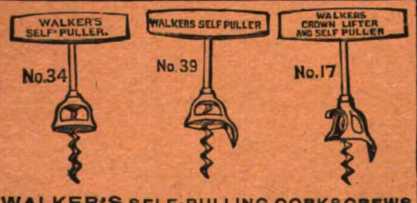
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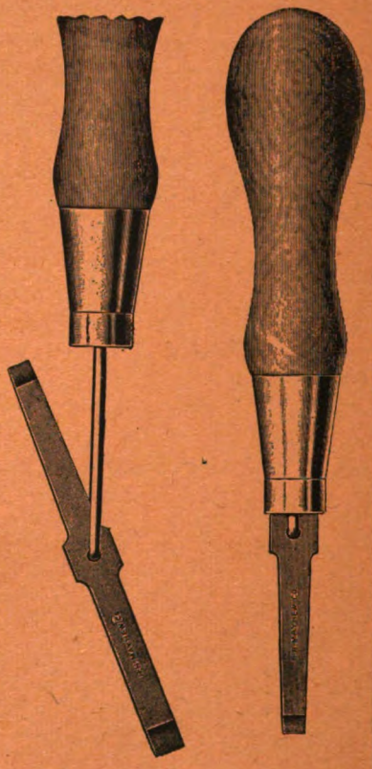


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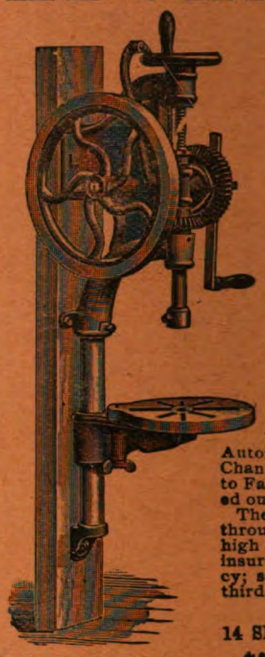
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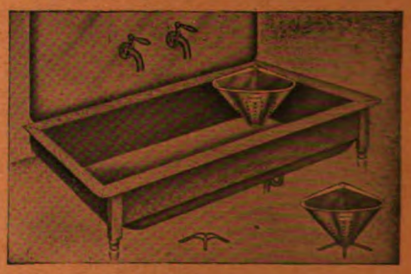
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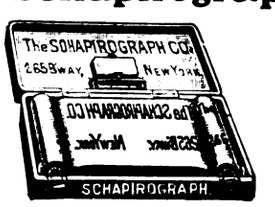
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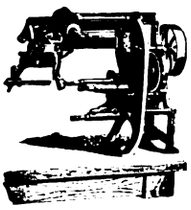
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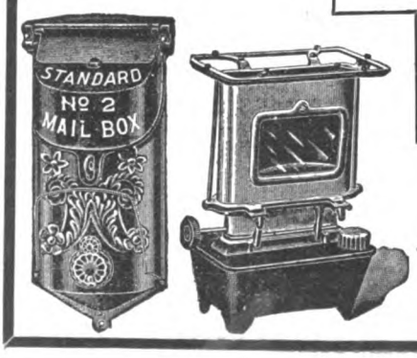
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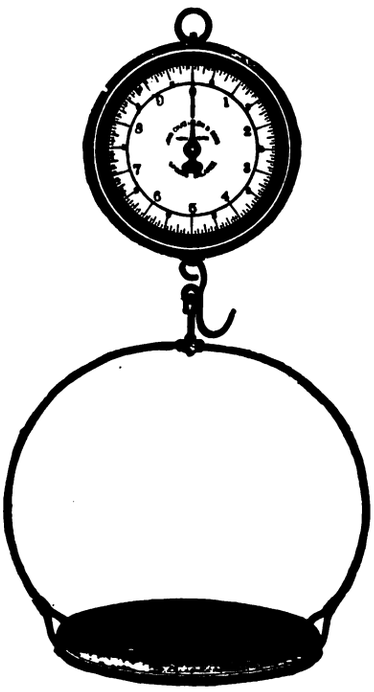
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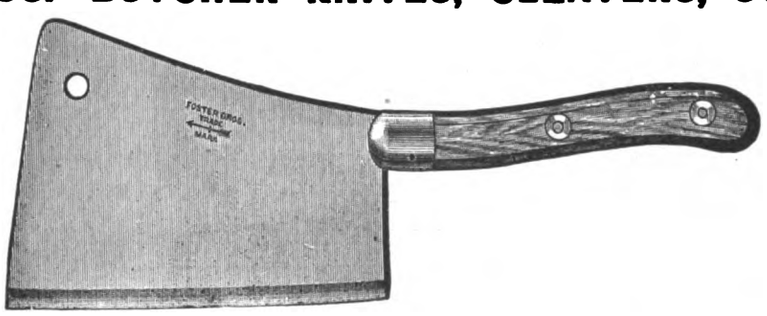


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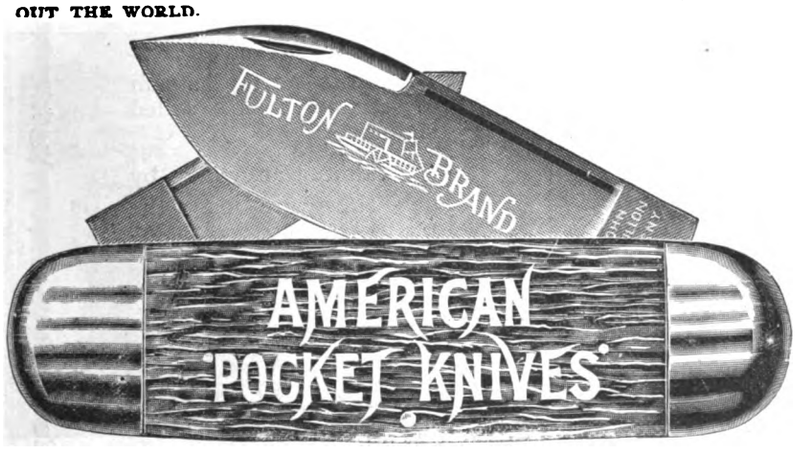


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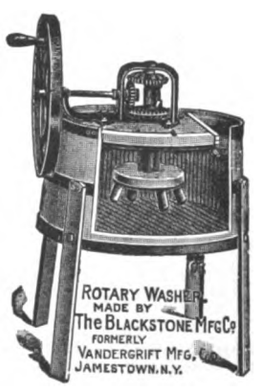
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Made of best material; made to last.

Works both ways—forwards and backwards.

Legs are fastened with bolts instead of with screws or brackets.



It's Work

Saves the clothes, time and health.

Permits no foul steam to escape from soiled clothes.

Exhibited anywhere by any Hardware man, the Rotary will work for your pocket all the time.

SEND FOR CATALOGUE AND PRICES.
Mention HARDWARE

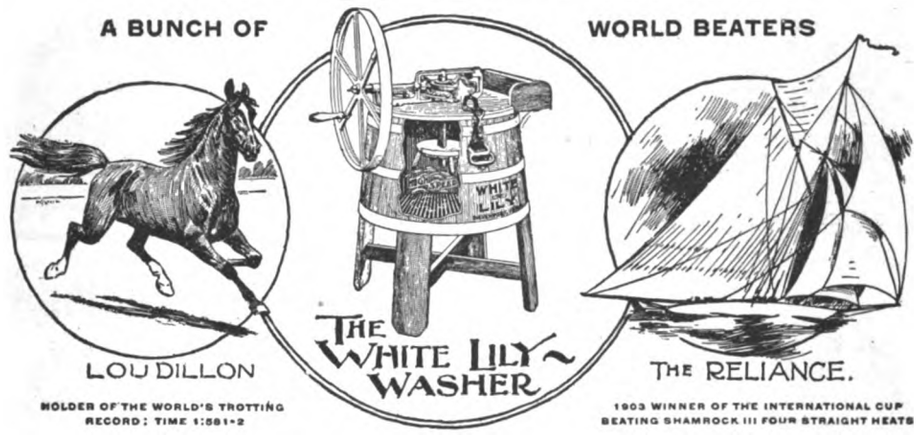
The Blackstone Mfg. Co., Jamestown, N. Y., U. S. A.

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HIGH SPEED WINS

WHITE LILY WASHERS

A BUNCH OF WORLD BEATERS



HOLDER OF THE WORLD'S TROTTING RECORD: TIME 1:58½

1903 WINNER OF THE INTERNATIONAL CUP BEATING SHAMROCK III FOUR STRAIGHT HEATS

WASH LILY WHITE

HOLDER OF WORLD'S RECORD FOR CLEAN, FAST, EASY WASHING

THE ONLY HIGH SPEED WASHER ON THE MARKET

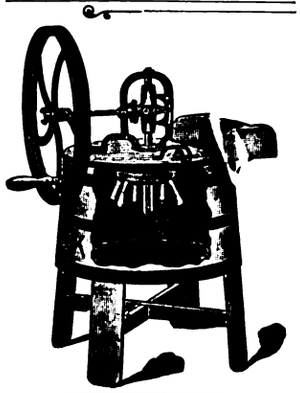
TOLEDO, OHIO – THE WHITE LILY WASHER COMPANY – DAVENPORT, IOWA

The **SOLID COMFORT**
ALL STEEL SWINGS AND STANDS.
MAY BE USED ON PORCH AND LAWN.



Two Swings in One. Adjustable to any angle. For Reading or Sleeping. Swing may be Changed from Porch to Lawn in Half a Minute. Can be left out the year round. Write for circular. **SISTERSVILLE NOV. CO., Sistersville, W. Va.**

WHY IS THE



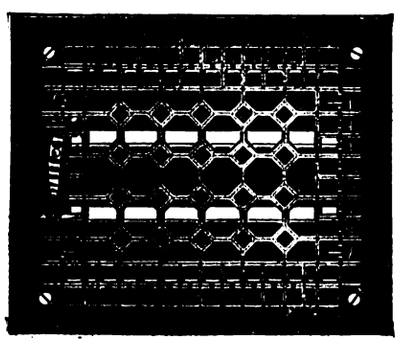
O. K. THE BEST ROTARY WASHING MACHINE?

—BECAUSE—

1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing **the friction** and thus making machine so **light running** and almost **noiseless.**
2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish**; the legs are **solid with tub** (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot suds, and cleaning them without **rubbing** them to pieces.
4.—This washer is made by **experienced mechanics**, and will out-last any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

Manufactured by H. F. BRAMMER MFG. CO.,
DAVENPORT, IOWA.

THE FANNER MFG. CO.,
CLEVELAND, OHIO.

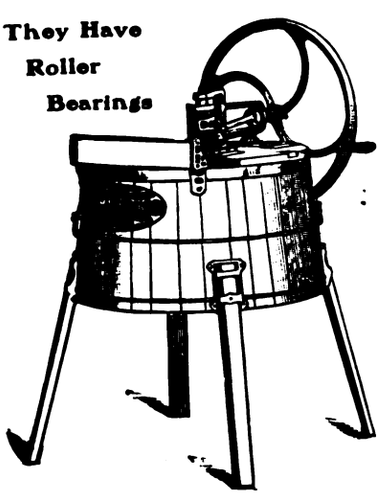


SQUARE and CONVEX REGISTERS

JAPANNED, BLACK OR WHITE.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

They Have Roller Bearings



Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines

Are Made UPON HONOR
Richmond Cedar Works,
MANUFACTURERS OF
WOODEN WARE,
Richmond, Virginia, U. S. A.

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EAGLE MOP WRINGERS

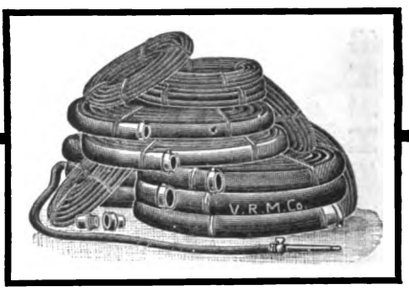
are made right in every particular, and will give longer and better service than others less carefully made.

With no chains or other parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.





Veerhees Rubber Mfg. Co.

JERSEY CITY, N. J.

Manufacturers of

SUPERIOR QUALITIES OF

Rubber Hose, Belting and Packing

Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1904 now.

Catalogue and prices on application.

Chicago Store 175-177 Lake St.

American Sheet and Tin Plate Company

FRICK BUILDING, PITTSBURG, PA.

Successors to

American Tin Plate Company and American Sheet Steel Company

Manufacturers of all the various kinds of

Iron and Steel Sheets and Tin and Terne Plates

With which its predecessors have supplied the trade heretofore.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE • • •

Champions, the

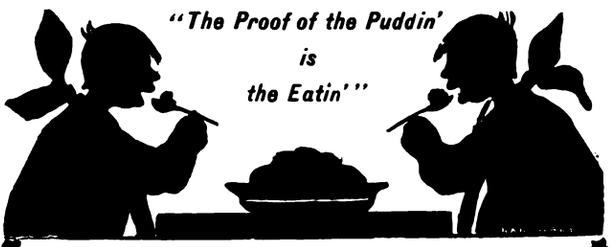
All Kinds of Wood and Steel Barrows.

World's Best.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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A SINGLE TRIAL ORDER OF

"NICE"

Filler or Varnish

WILL CONVINCE YOU THAT EVERY STATEMENT WE MAKE FOR THEM IS BASED ON SOLID FACTS . . . .



Liquid Filler supremacy at home and abroad is conceded to these brands. Live dealers everywhere sell them. Calculating consumers everywhere use them.

.. NICE ..
VARNISHES AND FINISHES

enjoy an enviable reputation and deservedly so. Made from the best obtainable Gums and other Raw Materials, by the most approved methods and properly aged, they are unsurpassed for uniformity and durability. Their distinguishing features are perfect flowing and wearing properties combined with high, brilliant gloss.

We will ship to the trade in any part of the world any or all of the following sample cases at prices quoted, F. O. B. Cars or Dock, Philadelphia or New York:

12-1 gallon cans	"NICE" Liquid FILLER	$12.00
12-1 " "	"Y. S." " "	9.30
6-1 " "	Each (12 gallons in all)	10.65

Each of the above cases contain 3 cubic feet and weigh 140 pounds gross.

12-1 gallon cans	"Superior" Inside Varnish	$16.20
12-1 " "	"T" " "	10.20
6-1 " "	Each (12 gallons in all)	13.20

Each of the above cases contain 2¼ cubic feet and weigh 120 pounds gross.

Booklet "Natural Wood Finishing" mailed on request.

E. E. NICE

Philadelphia, Pa., U. S. A.

Put One On Your Show Case



AND IT WILL

TALK FOR ITSELF

We supply dealers with advertising matter, to help sell these coolers.

APPERT GLASS WATER COOLERS

are absolutely sanitary. The ice does not come in contact with the water.

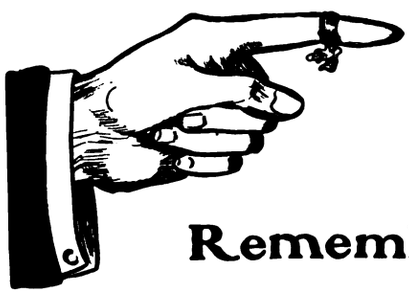
PRACTICALLY UNBREAKABLE

Owing to their peculiar construction, and the aluminum covers and silver plated self closing faucets are, of course RUST proof.

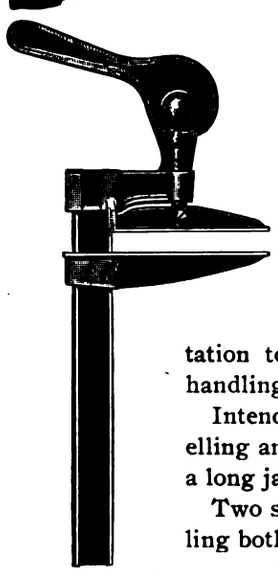
ASK FOR BOOKLET AND PRICES.

Appert Glass Co.,

277 Broadway, NEW YORK.



Remember!



Our Universal Clamp

is so constructed that it will adjust itself to a beveled as well as level surface.

It excels all hand screw clamps in adaptation to work, convenience of handling and quick action.

Intended for veneering, panelling and for all work requiring a long jaw.

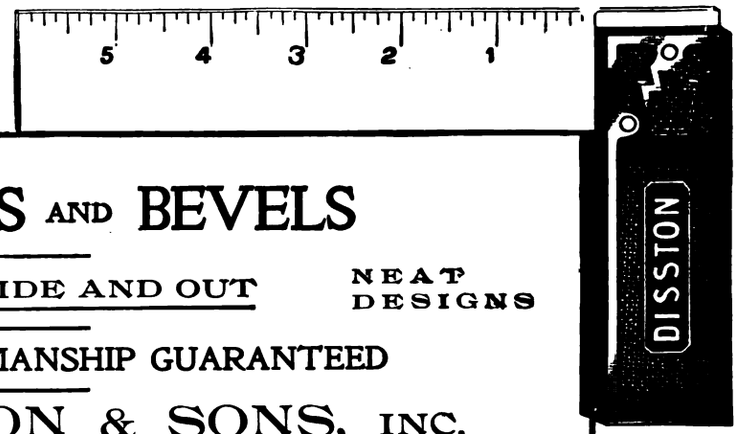
Two sizes. Profits in handling both kinds. Write us.

Mention HARDWARE.

BATAVIA CLAMP CO.

BATAVIA, N. Y.

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SQUARES AND BEVELS

IRON STOCKS
STEEL BLADES

SQUARE INSIDE AND OUT

NEAT
DESIGNS

QUALITY AND WORKMANSHIP GUARANTEED

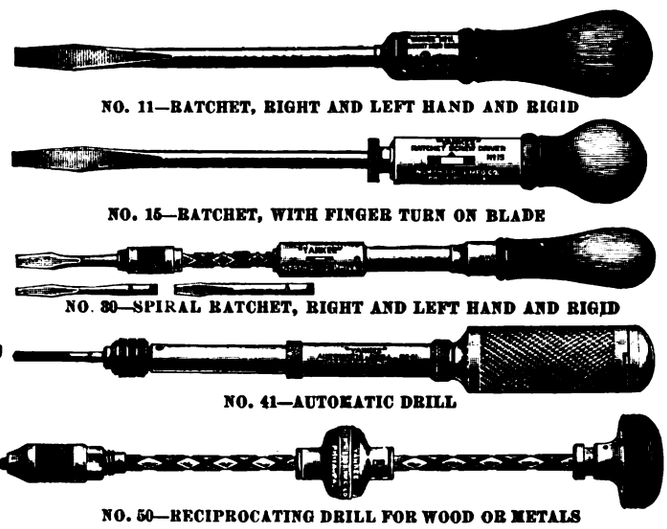
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KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
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"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobbor About Thom. Send for "Yankoo" Tool Book



NO. 11—RATCHET, RIGHT AND LEFT HAND AND RIGID

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FRANK MILLER'S

CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S

AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

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AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferio Cutlery when THE VERY BEST can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

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Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

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Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

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Hinged Vises.

Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

The Armstrong Mfg. Co.,

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THE BEST GOODS ARE ALWAYS CHEAPEST IN THE END.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

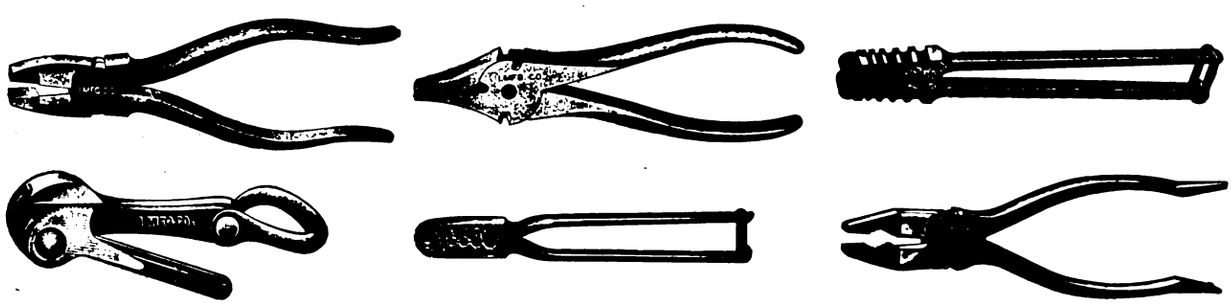
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IRVINGTON MANUFACTURING CO.,

AN ATTRACTIVE LINE QUALITY RIGHT

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Write for New Catalogue Now Ready Showing increased line.

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"Best by Test" is Our Claim for STERLING HACK SAW BLADES.

They are sold in only one way—that is, through the trade, and at one fixed price. With this advantage, can you afford not to handle the best?

DIAMOND SAW AND STAMPING WORKS
357-361 Seventh St. BUFFALO, N. Y.

SHEET METAL STAMPING, BLANKING, FORMING COMBINATION AND DOUBLE ACTION DIES made to order.



Our ability is the product of 25 years of experience. All work guaranteed.

HUNT & DORMAN MFG. CO.
15-31 Bright St., Cleveland, Ohio.

You take no risk on the quality. We make only the best.



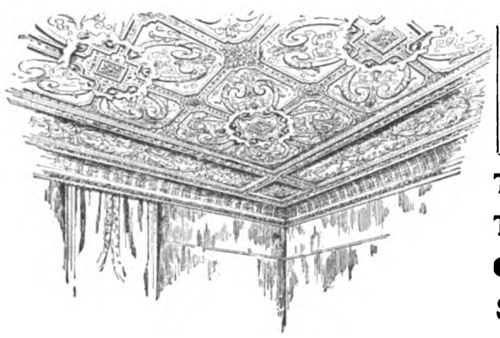
Sand Papers in Reams and Rolls: Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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97 Beekman Street, New York.
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NORTHROP'S
Stamped Steel Ceiling

SILVER MEDAL, Paris Exposition, 1900



CHOICEST DESIGNS
EASILY APPLIED
Clean Cut Stamping
Well Painted and Boxed

THE HARDWARE TRADE SHOULD CARRY THIS IN STOCK

Metal Tiling for Kitchens, Bathrooms, Etc.
Copper Plated Steel for Vestibules, Lobbies, Etc.

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Northrop, Coburn & Dodge Co.
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ANY KIND OF A
HARDWARE SPECIALTY
MANUFACTURED TO ORDER ON CONTRACT.
We can make and market patented articles on a royalty if desired.
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MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
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IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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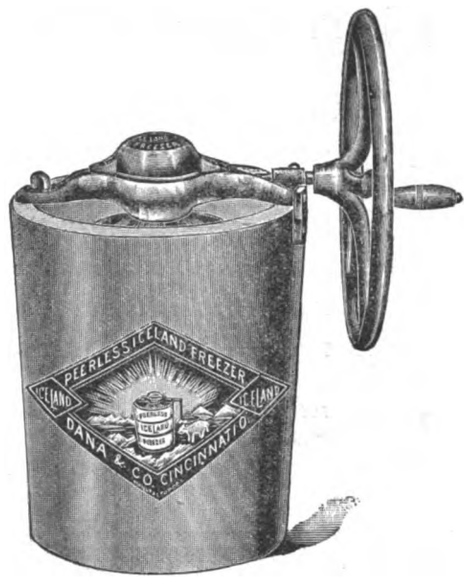
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TOY FREEZER.



THE PEERLESS ICELAND.
1-2-3-4-6-8-10-12 quarts.



HAND POWER PEERLESS.
16-20-25 quarts.

Everything in Freezers

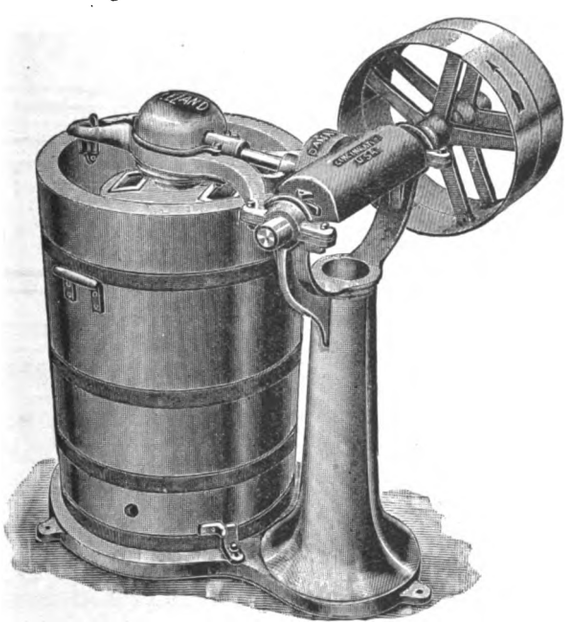
Dealers need not look outside our line for anything they need in ice cream freezers. The

Peerless Iceland

is popular with dealers, because popular with the public, everybody knows the Peerless Iceland. We make all sizes, from the Toy up to 40 quart power. Those who want a good freezer at a price for a leader, should buy the Frezo. The Peerless Ice Chippers cut some ice in the trade, also.

Ask your jobber.

DANA & CO., - - Cincinnati, O.



POWER PEERLESS ICELAND.
25 and 40 quarts.



PEERLESS ICE CHIPPER.



THE FREZO.
1-2-3-4-6-8-10-12 quarts.

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The Hardware Trade

Finds these goods profitable:

Dixon's—Silica Graphite Paint,
Dixon's—Lubricating Graphite,
Dixon's—Graphite Greases,
Dixon's—Stove Cement,
Dixon's—Cycle and Automobile Lubricants.

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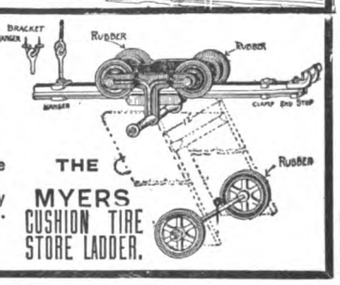


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Our NEW CAT---303
on HAY TOOLS
Showing the Latest
Wood and Steel Track
HAY CARRIERS
Drop us a postal.
Stowell Mfg. & Fdry. Co.
So. Milwaukee, Wis.





THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.
Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.



That sell because:

They are made of malleable iron castings and blades are pressed and not rolled. This makes them as durable as shovels. All riveting is done by machinery. The blades are absolutely tight and cannot work loose.

Handles are clear selected maple and are 54 inches long.

Blades are sharp and nicely japanned.

These talking points will help you make sales.

We make tacks and nails, too.
Send for circular.
ROCKFORD TACK & NAIL CO.,
Rockford, Ill.

WALTER A. WOOD,

Mowing & Reaping Machine Company,
Pioneer Manufacturers and Exporters of . . .

Harvesting Machines

Grain Binders	Corn Binders
Mowers	Reapers
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Factory:
HOOSICK FALLS, New York, U. S. A.
LONDON: 36 Worship St., E. C.
BERLIN: S. O. 26, Elisabeth-ufer 5-6.

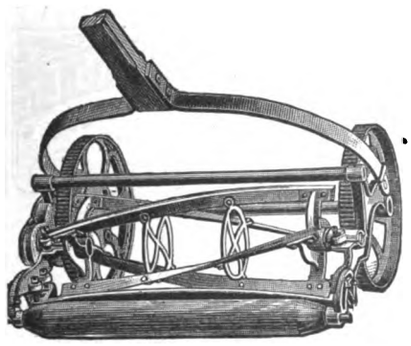
50 CENTS A MONTH
Buys Stock in Cooperative Manufacturing Company
50 CENTS A MONTH
Buys a Lot in Cooperative Town
50 CENTS A MONTH
Pays for Both as Lot is Free

Warranty deed to lot and share of stock issued when $50.00 is paid.

Only 50 Cents Just think only 50 Cents

Address with stamp E. THOMPSON WARN,
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Style A.—The ONLY ALL STEEL Mower made in the world.

GENUINE

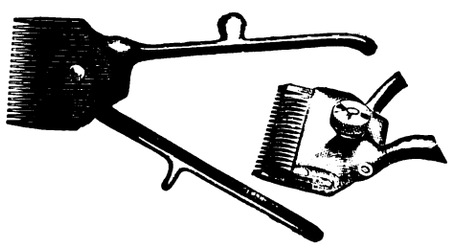
Philadelphia Lawn Mowers,

Exclusively first class goods.
More in use than all others combined.
Every mower guaranteed to the purchaser.

Send for Illustrated Catalogue; show 15 styles of Hand and 5 of Horse Power Mowers.

PHILADELPHIA LAWN MOWER CO.
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CLIPPERS



No. 400 Ball Bearing Barbers' Clipper

HOTCHKISS

Large, Complete and Superior Line

BARBERS, TOILET, HORSE AND FETLOCK CLIPPERS

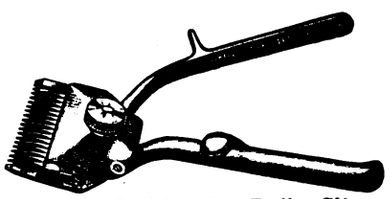
Careful workmanship. Fine style and finish. Best of material. Many years experience. Large output and recently still further increased. Prompt and careful attention given all orders. Adjustable combs can be furnished with all Barber and Toilet Clippers.

Write for and keep on file Hotchkiss Clipper Catalogue and Prices. Orders solicited for prompt shipment.

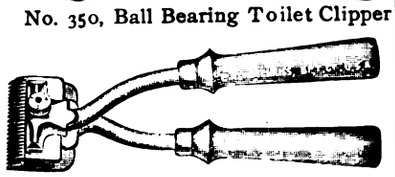
EDWARD S. HOTCHKISS, Manufacturer
Carbon St., Bridgeport, Conn.

Successor to Hotchkiss Sons. Established 1850

CLIPPERS



No. 350, Ball Bearing Toilet Clipper



No. 10, Horse Clipper

COLDWELL LAWN MOWERS

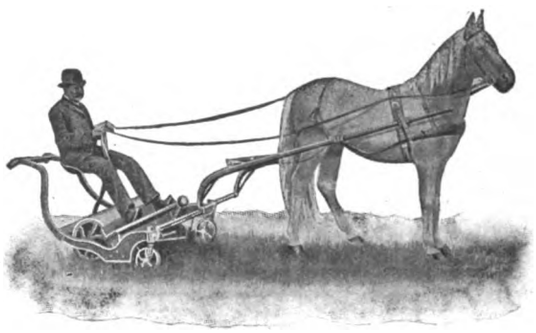
THE CITY OF NEW YORK

DEPARTMENT OF PARKS

Your Imperial Lawn Mowers, both horse and hand power, have been used exclusively on the entire park system of New York City for the last few years. I cannot speak too highly of them. They are easy running and durable. The first machines purchased from you five years ago have been in constant use and are still in good condition.

P. W. ST. JOHN,
General Foreman.

September 1, 1902.

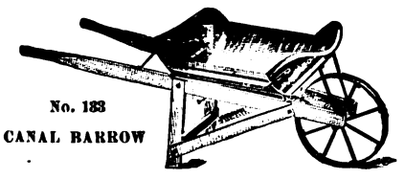


Coldwell Lawn Mower Co.,

NEWBURGH, N. Y.

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WHEELBARROWS OF ALL KINDS.



No. 133
CANAL BARROW

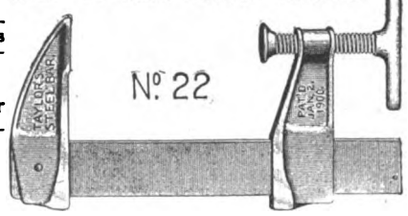
ALSO A LARGE LINE OF
DRAG and WHEEL SCRAPERS, HAND CARTS, STORE and WAREHOUSE TRUCKS.
GET OUR PRICES.
Syracuse Chilled Plow Co.,
SYRACUSE, N. Y., U. S. A.

BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

TAYLOR'S QUICK-ADJUSTING SELF-LOCKING SCREW CLAMPS

No. 22 will take a safe strain of 4,500 pounds

Best Refined Malleable Iron Castings with High Grade Steel Bar



ASK FOR CATALOGUE
JAMES L. TAYLOR, NEWARK, N. J.

WE MAKE IT!



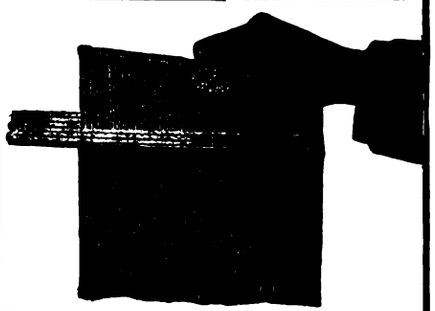
The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

Large 10 oz. Can. CHICAGO.

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

ENTERPRISE
Sausage Stuffer and Lard Press
TINNED OR JAPANNED

Points of Merit

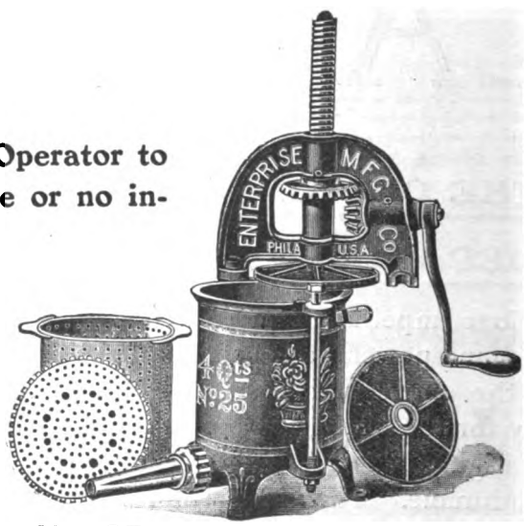
The Iron Cylinder is Bored True

The Tin Cylinder has Lips to enable the Operator to remove the Hot Cracklings with little or no inconvenience

No Hot Cylinder to handle when Pressing Lard

The Patent Latch prevents breakage of Plates

The New Patented Corrugated Spout prevents Air entering the Casing, thus assuring the Preservation of Sausage



Order from your Jobber
Illustrated Catalogue Free

No. 25 4 Quarts $5.50
8 Sizes and Styles

The Enterprise Manufacturing Company of Pa.
N. Y. Branch, 10 Warren St. Philadelphia, Pa., U. S. A. San Francisco Branch, 105 Front St.

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Make More Money



Rural Routes are going in all around you. New boxes are needed on old routes. You should get this business. You *can* get it with

Bates-Hawley Patent **SIGNAL MAIL BOX**

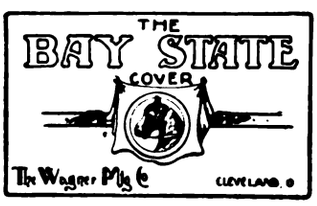
It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the best advertised and the easiest sold.

SIGNAL MAIL BOX CO.
104, Benton St., JOLIET, ILLINOIS.

THIS IS THE COVER



THESE THE BRANDS





Specially Prepared Brown Waterproof Duck Horse and Wagon Covers

The Wagner Mfg. Co.

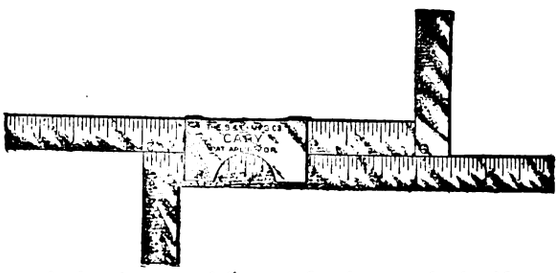
CLEVELAND, OHIO

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POCKET CALIPERS

One of the most useful tools on the market. With it diameter and thickness of material and depth of holes can be determined, and fractions of an inch measured. Can also be used as a square, and many other ways.



3 inches long, and has graduations on both sides.

A LOW PRICED CALIPER For

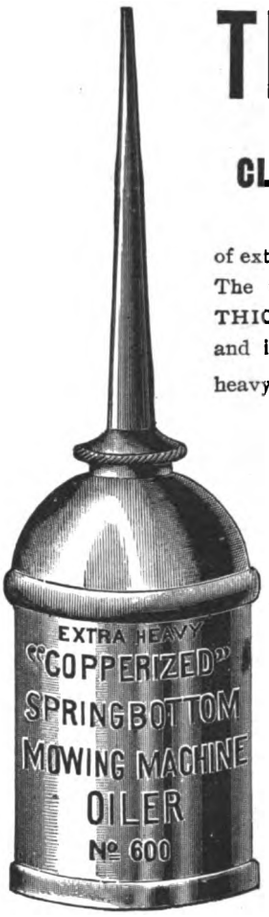
The Mechanic, Professional Man or for General Use.

MANUFACTURED BY

THE SMITH & EGGE MFG CO

BRIDGEPORT, CONN

WRITE FOR CATALOGUE NO 5



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Stool,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

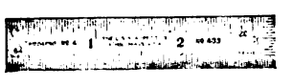
THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

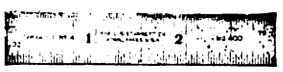
STARRETT TOOLS

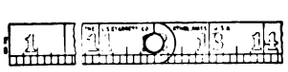


STEEL RULES



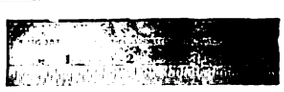
ACCURATE

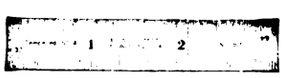




Heavy Figures

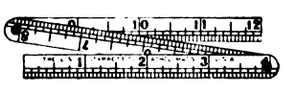
Spring Tempered

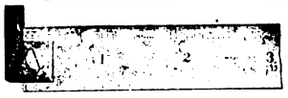


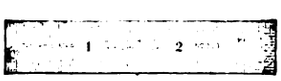


In Twelve Different English Graduations

In Metric and Metric-and-English Graduations







Catalogue No. 17 T Tells about them. Free.

The L. S. Starrett Co., Athol, Mass., U. S. A.



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

The William Schollhorn Company, of New Haven, Conn., have recently rearranged their offices at their factory, making them more commodious, by separating them more completely from the general departments and foundry proper. F. T. Schollhorn, the secretary-treasurer, is now provided with a handsome private office. There has been provided a handsome show room in which samples are attractively exhibited of the entire production of specialties, including Bernard patent pliers, the Paragon, Elm City, Vulcan and Lodi brands of pliers, belt and ticket punches, cutting nippers, Excelsior dividers and Elm City bolt clippers. The plant now occupies the entire five floors of the building, each 125x50 feet.

The Rollis Hardware Company is the name of a new concern organized January 1st with headquarters at 107 Chambers Street, New York. They are manufacturers of a line of mechanics' tools and specialties general in their character, which is the line of trade to which they intend confining themselves, increasing the assortment as opportunity offers. E. B. Rollis, a capitalist, is president, his interest, however, being only a financial one. The practical head of the business is E. H. Lewis, who is the secretary and treasurer, who for eleven years represented M. W. Robinson Company, six of which he was on the road; consequently, he is well known to the Hardware trade in general.

The Corbin Cabinet Lock Company, New Britain, Conn., and 15 Murray Street, New York, are distributing among the buyers and heads of the different houses with whom they regularly do business, a handy copy of an Atlas bearing their trade mark, which will be found extremely useful, calculated, as it is, only for desk use. We certainly feel as though a day would hardly pass without having the necessity for making use of its contents.

The stockholders of the American Screw Co. held their 44th annual meeting at Providence, R. I., and listened to very satisfactory reports submitted by the president and board of directors. The following were named as directors for the ensuing year: Charles B. Humphrey, Charles Alexander, George L. Shepley, George H. Robinson, Marsden J. Perry, Arthur H. Watson and Samuel M. Nicholson. At a subsequent meeting of the board, the following officers were elected: Samuel M. Nicholson, president; Marsden J. Perry, vice-president; George W. Thurston, treasurer; William A. Cranston, secretary; Benjamin Thurston, general superintendent; and James A. Nealey, agent.

The Tower & Lyon Co., 95 Chambers Street, New York, manufacturers of mechanics' fine tools and Hardware specialties, has increased its capital from $65,000 to $100,000. T. D. Halliwell, who has succeeded Warren Tower as secretary, takes the entire increase of $35,000, and also becomes a director of the company, the balance of the official force remaining as before. The company is preparing to get out many new goods in Hardware specialties at the factory, Bloomfield, N. J.

J. N. Limeburner, formerly at 117 Chambers Street, New York, and representing as selling agent the New York Lock Company, Shelby Spring Hinge Co., Ashtabula Mfg. Co., Jackson Shovel & Tool Co., Chicago Rifle Manufacturing Co. and Schofield & Co., has removed his offices to 84 and 86 Chambers Street, having larger quarters where samples may be seen of the various lines of goods manufactured by these prominent concerns.

The *Cordage Trade Journal* says: "Twenty-four manufacturers carried over 1,541,600 pounds, or 770 tons and 1,600 pounds, of binder twine from last season. Twenty-one of these manufacturers carried over from the previous season 151,000 pounds, or 75 tons and 1,000 pounds."

The annual meeting of the American Hardware Corporation, held at New Britain, Conn., on the 23d inst., resulted in the election of these officers: President, Philip Corbin; first vice-president, Charles M. Jarvis; second vice-president, Howard S. Hart; treasurer, A. J. Sloper; assistant treasurer, Charles H. Parsons; secretary, C. E. Wetmore; assistant secretary, Charles B. Parsons; purchasing agent, Albert N. Abbe; directors, Philip Corbin, Andrew Corbin, Charles M. Jarvis, A. J. Sloper, Charles H. Parsons, Charles Glover, Howard S. Hart, Sylvester C. Dunham, Frank L. Wilcox, and John H. Whittemore, of Naugatuck, Mr. Whittemore being added to the board.

United States Consul Benjamin R. Ridgely, of Nantes, France, reports that an important international industrial and agricultural exposition is to be held in that city, from May 5 to September 22, 1904. It will be on a large scale, and opportunity will be given for the display of all sorts of foreign products, more especially those of a mechanical and agricultural character. The Consul believes that this will be an excellent opportunity for American manufacturers of Hardware, farm implements, wind mills and other goods of the kind to exhibit their products, which can be shipped direct to Nantes in bond and will be entered free of duty.

The date of the annual convention of the National Retail Hardware Dealers' Association has been changed to March 22, 23 and 24. The meeting will be held at Indianapolis, Ind., with headquarters at the Claypool Hotel.

An adjourned annual meeting of the New England Hardware Dealers' Association was held at the committee room of the Boston Merchants' Association, 77 Summer Street, on Wednesday, March 9th, 1904, at 3 o'clock P. M. This meeting was called as the adjourned annual meeting. Nominating Committee: W. D. Parlin, Natick; S. D. Balkam, Jamaica Plain; Geo. F. Mulhall, Boston. The business of the greatest importance before the meeting was the election of officers and action on report of Committee for Re-organization. Committee for Re-organization: D. Fletcher Barber, Henry M. Sanders, F. Alexander Chandler.

HARDWARE CLUB OF NEW YORK.

The twelfth annual meeting of the Hardware Club of New York, will be held at the rooms of the corporation, in the Postal Telegraph Building, 253 Broadway, in the City of New York, on Saturday, the Nineteenth day of March, 1904, at 12.30 P. M., for the election of five Governors to serve for three years, and for the election of one Governor to serve for one year, and for the transaction of any and all business that may come before the meeting.

Polls will be open from 12.30 P. M. to 1.30 P. M.

THE PATTERNMAKER.

We have before us "Vol. I, No. 1," of The Patternmaker, a new monthly publication of the Iron & Steel Press Co., Cleveland, Ohio, and from a perusal of its 80 pages there is every indication of a prosperous career before it. It is under the editorship of Henry M. Lane, whose familiarity with the line of special work to which the publication is devoted is unquestioned. From a careful scanning of its advertising patronage it must be confessed there is an ample field for the furtherance of its aims and the accomplishment of its purpose. Its artistic appearance is excellent, printed as it is on fine paper and appropriately illustrated. The advertising pages are arranged with care and present a degree of attention to harmonious display worthy of imitation. It is a welcome addition to the family of trade journals.

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HARDWARE

VOL. XXVIII. MARCH 10, 1904. NO. 11

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

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The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The severe winter through which we may be said to have passed has affected some sections of the country with conditions not conducive to a lively trade during January and February, but they are making up for lost time now that meteorological conditions give evidence of Spring, and the demand for Hardware is as encouraging in its requirements and also enquiries regarding future transactions of importance as one could wish.

Rush orders for immediate consumption show only too plainly the scant supply of Hardware left in many stocks throughout the trade resulting from the slackening demands of the winter months, which for general supplies was certainly light enough; and the necessity now existing for the replenishing of a regular stock, to place the retail trade of the country in shape to meet the requisitions of the crop producers and of the skilled artisans who generally are fairly well employed with few strikes to interfere.

There has been less difficulty during the two months past of obtaining supplies from the manufacturers for immediate requirements, owing to some large orders for Spring stock being held up hoping for some concessions in the way of prices. As the season advance this facility will not be so evident, and the pessimistic possibilities, so freely prophesied by some observers may fail to materialize. Some factories, manufacturing lines of tools in steady demand at home and abroad, have been behind orders for months, and stocks in dealers hands are greatly depleted.

Labor conditions in many of the larger cities, especially New York, are still suffering from the enforced idleness of so many months during 1903; the loss of the usual revenue from steady employment will have it effect on the purchasing power of the laborer for some months to come. But though the idle conditions that hindered the completion of so many enterprises will suspend the erection of so many buildings that had been contemplated, there are a number of enterprises to be promoted and brought to a successful termination that will furnish employment for months to come for the rank and file of labor still left in the city.

Crop preparations are being made on a large scale that cannot result otherwise than to the Nation's advantage. With our cereals and our cotton at the highest prices in years, hope and encouragement for future prosperity make improvements contemplated on every hand; the increase in the supply trade and the agricultural machinery business will possibly reach record figures, every preparation being made by the dealers to be prepared for an active demand for Spring requirements.

Changes in prices have been less noticeable than the disposition to "stand pat" and avoid advances that might check a disposition to stock up largely when trade conditions favor such movements in the immediate future. Manufacturers are complaining, not without cause, of the meagre profits which are characteristic of their production at the present time. Large movements in the pig iron and sheet steel market would seem to indicate that radical changes need not be looked for, speculative anticipations no longer control the markets as they have so often done to the detriment of all concerned; but steady conservative views regarding the future of Hardware manufacturers are now the vogue, while buying progresses based more on the ability of the producer to furnish the stock on time when wanted, than to stand out for an extra one per cent. before placing orders for indispensable lines wanted for Spring trade.

Unless all signs fail the Spring business will be fully up to the sanguine expectations of the dealers. Already requisitions in some lines outside of Builders' Hardware—which had a demand assisted by an additional possible profit, are quite heavy with future promise that will worry the makers to supply when wanted; and the holding up, in many cases, of stock orders usually given before January 1st, will make a shortage in several special lines which the hesitating jobber is doing his best to expedite at the present moment.

RECORD EXPORTS OF MANUFACTURES.

Exports of manufactures in January and in the seven months ending with January show a larger total than ever before in the same portions of the year. For the month of January they amounted to $38,213,352, while the highest January record on any former occasion was that of 1900, when they were $35,586,940. For the seven months ending with January they amount to $250,214,936, and the highest record for that seven months' period in any preceding year was that ending with January, 1901, when the total was $239,564,064. Thus the total for January is 2½ million dollars in excess of any preceding January, and for the seven months ending with January is about 11 millions more than in any preceding seven months, ending with January. These figures are shown by an analysis of the January exports just prepared by the Department of Commerce and Labor through its Bureau of Statistics.

This increase of 20 million dollars in exports of manufactures in the seven months ending with January as compared with the corresponding seven months of last year is distributed among most of the leading classes of manufactures exported. By far the largest increase occurs in manufactured

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copper, of which the exports in the seven months ending with January, 1904, are reported at $31,552,677, against $22,514,843 for the corresponding months last year, and $19,038,328 for the corresponding period of the year preceding. Refined mineral oil is next in the list of manufactured articles showing an increase in export values, being for the seven months ending with January, 1904, $42,029,461, against $35,324,067 in the corresponding months of last year, and $40,664,900 in the corresponding period of the preceding year.

Iron and steel stand next in the list of manufactured articles showing an increase in exports. The total value of iron and steel exported in the seven months ending with January, 1904, is $59,125,780, against $55,997,942 in the corresponding months ending with January, 1903, and $57,310,128 in the corresponding months of the preceding year. For January alone the exports of iron and steel are $8,171,738, against $7,437,298 in January, 1903, making the increase for the single month $734,440 and for the seven months about 3 millions. Agricultural implements also show an increase in exports, amounting to a little over 2 million dollars for the seven months ending with January, 1904, as compared with the corresponding months of last year and about 4 million dollars increase as compared with the seven months ending with January, 1902.

The table which follows shows the value of domestic manufactures exported from the United States in the month of January and the seven months ending with January, from 1894 to 1904:

Year.	Exports of manufactures. Month of January.	Seven months ending with January.
1894	$14,313,285	$111,005,088
1895	14,101,738	104,606,341
1896	18,732,547	126,802,682
1897	20,621,179	153,884,494
1898	22,998,808	159,541,049
1899	25,806,870	182,336,503
1900	35,586,940	234,301,141
1901	32,604,035	239,564,064
1902	34,412,992	226,146,546
1903	31,759,489	230,235,264
1904	38,213,352	250,214,936

DEATH OF JOHN S. KING.

John S. King, treasurer of the David Williams Company, of New York, died in his home at 1063 Bergen Street, Brooklyn, on Friday night, March 4th. He was born in Middletown, N. Y., October 1st, 1841, and learned the printing trade. He enlisted at the beginning of the Civil War in the Eighteenth New York Volunteers and served through the war. He came to this city in 1868 and became business manager of the *Iron Age* and the other publications issued by David Williams. He was a member of the Hardware Club, the Brooklyn Union League Club, the Brooklyn Masonic Veterans, the Aurora Grata Club, of Brooklyn, the Loyal Legion, the Sons of the American Revolution, the Society of the Army of the Potomac, Hyatt Lodge, No. 205, F. & A. M., and several Masonic Bodies.

DEATH OF FRANK B. SEMPLE.

Frank B. Semple, vice president of Janney, Semple, Hill & Company, wholesale Hardware dealers, Minneapolis, Minn., died February 17 at Camden, S. C., from nervous prostration. Although Mr. Semple has been in ill health since May, his death was unexpected in Minneapolis and the telegraphic news was a great shock to his business associates.

About fifty-four years ago Frank Semple was born in Ohio. While very young he worked as a clerk for the Perrin & Goff Manufacturing Company, of Cincinnati, with whom he learned the Hardware business in detail. He became a traveling representative for the company with headquarters at Jeffersonville, Ind. Twenty years ago this month he went to Minneapolis and bought an interest in the wholesale and retail Hardware business of Janney, Brooks & Co., on Bridge Square. Upon the death of Mr. Brooks and the previous retirement of George H. Eastman the firm became Janney, Semple & Co. The retail business was sold in 1888 to W. K. Morison & Company and the firm moved to Second Street and First Avenue. In 1898 the title became Janney, Semple, Hill & Co.

Mr. Semple was a leading business man of Minneapolis. In addition to his Hardware interests he was a member of the directorate of the National Bank of Commerce, the Minneapolis Plow Works and the North American Telegraph Company. He was farsighted and persistent in the working out of business plans which he deemed wise. Socially Mr. Semple was regarded highly, also. He was a member of the Minneapolis, Commercial Minikahda, Lafayette and Minnetonka Clubs, and was an attendant at Westminster Church.

NEW ENGLAND IRON AND HARDWARE ASSOCIATION.

The annual banquet of the New England Iron & Hardware Association was held at the Hotel Vendome, Boston, on Thursday evening, February 25. The after dinner oratory was of a character to hold the attention of the entire company until the close, shortly before 11 o'clock. The arrangements for the dinner were in the hands of the following committee: John T. Boyd, Albert C. Ashton, George B. Dexter, Edward P. Sanderson. These gentlemen performed their duties well, providing most bountifully and satisfactorily for both body and mind. There was a lavish use of cut flowers on the tables, and each guest was provided with an American Beauty rose for his buttonhole. Daggett's Orchestra furnished music during the reception and throughout the dinner. A very pleasant feature was the singing of Albert C. Ashton of the Ashton Valve Company, the entire company joining with him in the choruses of popular songs.

The invited guests were Hon. Walter I. Smith, of Iowa; Hon. Thomas W. Hardwick, of Georgia; Hon. Willard Howland, S. A. Bigelow, president of the National Hardware Association; John Mason Little, president of the Boston Associated Board of Trade; Rev. Edward Cummings and Walter C. English.

With the passing of cigars and coffee, President Harry W. Waite delivered an address of welcome and introduced Chas. Clark Adams as toastmaster. Mr. Adams, after telling a few humorous stories, gave an interesting address, and was followed by Samuel A. Bigelow. Hon. Walter I. Smith, Congressman from the State of Iowa, was the next speaker, his subject being "The Unity of the Commercial Interests of the Sections." He spoke of the great development of the Northwest, and touched lightly upon the tariff question. Hon. Willard Howland of Chelsea, Mass., spoke briefly on "The Growth of American Commerce," deploring the fact that such a large percentage of the commerce of the country was carried in foreign built and owned ships. Congressman Thomas W. Hardwick of Georgia made the longest address of the evening, giving a carefully prepared speech on "The Negro Race Problem in the South." The closing address was made by Rev. Edward Cummings, who briefly and gracefully answered Congressman Hardwick. This address brought one of the most successful meetings of the association to a close.

THE HARDWARE DEALER.

A new semi-monthly Hardware paper, under the name of the *Hardware Dealer*, appealed to the intelligent constituency of the trade this month from St. Paul, Minn. It is published by W. L. Agnew and edited by Henry L. Knappen, both of which gentlemen occupy the same positions in connection with the St. Paul *Trade;* and the advertising manager of which paper, F. O. Thomson will act in the same capacity on the *Hardware Dealer*. We extend the new arrival a hearty welcome.

THE SKYLINE OF NEW YORK.

The first edition of that excellent engraving published by P. & F. Corbin, New Britain, Conn., and New York, a few months ago, was exhausted much more quickly than was anticipated; the warm welcome extended to its artistic merit has made it desirable to print a second edition, which has been done; and any of our readers who failed to receive one when first published, will upon request, have a copy forwarded with the compliments of the company.

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BUTLER BROTHERS' NEW SPRING CATALOGUE.

Butler Brothers, New York and Chicago, have recently issued their Spring catalogue for 1904, which certainly is the most ambitious and thorough-going specimen of catalogue construction that has emanated from that progressive establishment. Selling at wholesale only and appealing to the trade of the retailers, large and small, throughout the United States, this catalogue, which is extensively advertised as being "Butler Brothers' ONLY SALESMAN," it deserves to be perused by every dealer handling any of the immense assortment of goods, a large part of which is in the Hardware and house furnishing lines, comprised in the 350 pages of closely printed matter, well illustrated which forms its bulky and interesting contents. A perusal of these pages and comparison with other sources of supply would furnish a dealer with important data, as all prices are net, no discounts being necessarily important, the operation of a simple comparison with stock already marked with cost prices would be sufficient. Butler Brothers claim to be perfectly well satisfied to abide by this severe test which is well worth subjecting their catalogue to. The contents of this expanded list of articles under the various branches of the Hardware business will of itself prove a liberal education in the way of suggesting additional lines, or salable specialties that may be carried in stock by the modern Hardwareman who desires to keep up-to-date, and have in stock all the goods his customer could be induced to purchase. The catalogue is filled with suggestive items of advice and description that furnish excellent reading for the would-be purchaser, and lessen the labor of an hour's interview with the contents of such an extraordinary compendium of trade information.

LEATHER FROM THE OCEAN.

A great deal of good leather comes out of the sea—not the kind of leather that comes from the backs of walrus, seal and otter; everybody knows about that. There is a queerer leather; it comes from the bodies of fish.

An extremely fine quality of green leather made in Turkey is manufactured from the skin of an ugly fish called the angel fish. This is a kind of shark—a shark with thick, wing-like fins that have earned for him the name of angel, though he doesn't look a bit like an angel, but rather the opposite.

The sword grips of the officers of the German army are made from shark leather, too. They are beautiful in pattern, being marked with dark diamond-shaped figures. This skin comes from a North Sea shark, known as the diamond shark.

German leather manufacturers have tried to produce a leather from animal hides that shall supplant this skin, but in vain. Unlike animal leather, fish leather is absolutely impervious to water and never gets "soggy" from dampness. Therefore it is ideal for sword grips, as, no matter how much the hand may perspire, the grip remains hard and dry.

The sturgeon, despite his lumpy armor, furnishes a valuable and attractive leather. When the bony plates are taken off, their pattern remains on the skin just as the pattern of alligator scales remains on alligator leather. The Pacific coast sturgeon and the sturgeon of the Great Lakes produce a tough leather that is used to make laces for joining leather belting for machinery, and the laces often outwear the belting.

The strange garfish, an American fresh-water fish with long toothed jaws like a crocodile, has a skin that can be polished smooth until it has a finish like ivory. It makes beautiful jewel caskets and picture frames.

The skin of the garfish used to be converted into armor by some tribes of American savages. The hide is so tough and hard that it makes a breast plate that can turn a knife or a spear. Some of the finer specimens that have been found are hard enough to turn even a blow from a tomahawk.

The savages who wore this fish-armor also used to wear a fish-helmet. It was made from the skin of the prickly porcupine fish, and besides protecting the wearer's head, it was used as a weapon of offence. The warriors butted their enemies with it, and as it had hundreds of iron-like spikes the operation was eminently painful to the object of attack.

In Gloucester, the "king town" of fish, the humble cod has been utilized with success for making leather for shoes and gloves. In Egypt men walk on sandals made from the skins of Red Sea fish. In Russia certain peasant costumes are beautifully trimmed with the skins of a fine food fish, the turbot. Bookbinders in Europe are binding books with eel skin.

The eel skin serves another and less pleasant purpose. It is braided into whips. The writer was the unhappy member of a European private school where one of these eel skin whips was a prominent instrument of discipline, and he has never really cared for eels since then.

Along the big salmon rivers of Siberia the natives often wear brilliant leather garments dyed red and yellow. They are made from salmon skins.

In Alaska beautiful waterproof bags are made from all sorts of fish skins.

The queerest use is that to which the intestines of the sea lions are put. They are slit and stitched together to form hooded coats, which are superior to India rubber as waterproof garments.

Walrus intestines are made into sails for boats by the Eskimos of Northwestern America.

Even the frog does not escape. Several factories in France and a few in America make card cases and other small leather articles out of this squawky citizen.—*Canadian Harness and Carriage Journal.*

GLIDDEN VARNISH CO.'S SPECIAL ASSORTMENT.

The Glidden Varnish Co., No. 44 Williamson Building, Cleveland, Ohio, advise us that they are offering to new dealers a special assortment of Jap-a-lac consisting of 12 quarts, 24 pints, 48 half pints and 48 quarter pints, assorted colors, with a full and complete line of advertising matter which enables the dealer to make a very attractive window display. The assortment will cost the dealer $26.46 less cash discount. They invite inquiries from the trade regarding this assortment and will be pleased to give any information desired regarding it, upon receipt of inquiry mentioning this publication.

SARGENT & CO.'S MINSTREL SHOW.

Nearly four hundred people enjoyed the performance given by the Gem Minstrels in Crosby Hall, Brooklyn, N. Y., on the evening of February 26th, with Mr. Clarence Roberts as interlocutor, and Messrs. Corey, Mahoney, Massey, Tait, Hammer and Fritz as end men. The Gem Minstrels consist of part of the office force of the New York house of Sargent & Co., 151 Leonard Street. The show was voted a great success far exceeding the most sanguine expectations of the participants, and the boys showed real talent. Those taking part are all employed by Sargent, and several of them sang solos which were immensely enjoyed. One in particular aroused enthusiasm, that sung by Herman Fritz entitled "Any Rags." Mr. Fritz was hardly on his feet before the audience shouted and stamped and made other noises such as ringing cow bells (which, of course, were not borrowed from the stock of Sargent & Co.) Other solos also receiving enthusiastic applause were: "I'm Just Barely Living, That's All," by Mr. Corey; "Pretty Little Dinah Jones," by Mr. Massey; "Asleep in the Deep," by Mr. Wilkening; "Goodbye Eliza Jane," by Mr. Tait; and others. The entertainment was followed by a dance which was thoroughly enjoyed by all, and broke up in the wee, small hours of the morning.

WHY A LOCOMOTIVE IS CALLED SHE.

Some one has solved a problem and offers the following explanation why a locomotive is called "she":

"It wears a jacket, an apron, has hose, and drags a train behind it. It has a lap, needs guides, rides wheels and will not turn for pedestrians; sometimes foams and refuses to work. It attracts the men sometimes, is contrary, and always takes a man to manage it."—*Detroit Evening News.*

SHE TOOK IT VERY HARD.

"No." said the beautiful widow, "I couldn't sleep for weeks after my husband died."

"How pitiful," put in her sympathetic friend.

"You see, I had mislaid his insurance policy, and for a while I was really afraid I'd never be able to find it."

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RECENT TRADE PUBLICATIONS.

HOLROYD & COMPANY, Waterford, N. Y., established since 1847, have just issued their 1904 catalogue exploiting their stocks and dies, round adjustable die plates, taps, dies and threading tools. It is a high grade book of 48 pages, well printed on heavy coated paper, and arranged in an extremely systematic manner. Illustrations, descriptions and lists are given on all articles. The above firm are manufacturers of the Dalton combination axle cutter, a tool designed for cutting back the nut shoulder on carriage and wagon axles that have become worn, to allow the nut to be brought sufficiently close to the wheel to prevent the wabbling of the latter. This machine consists of a screw-plate, with right and left hand dies cutting as follows: 1¼ inch and less, 9 threads; 1 inch and less, 10 threads; ¾ inch and less, 12 threads. One pair each right and left hand cutters for cutting back the nut shoulder of axle; also one pair of cutters and two collars for cutting down axle from the top, and one hack saw for cutting off end of axle when necessary. This axle cutter complete retails at $15.25. Holroyd & Co. will be pleased to send copy of catalogue upon request.

THE NOERA MANUFACTURING COMPANY, Waterbury, Conn., are distributing their catalogue No. 10 of Noera Oilers and Lamps and Hardware specialties in bronze, copper plated and nickel plated finishes, and fine brass oilers and engineers' sets. The coming year is the 23rd in the history of the company and during all this time they have maintained their place in the front rank among manufacturers. Mr. Noera, the manager, claims to be the originator of this class of oilers, etc., and his long experience has enabled the company to manufacture goods of the finest quality. They have added to their former line, bicycle sundries such as wrenches, bicycle oilers, pumps, etc. A separate catalogue of these the company will be glad to furnish to patrons upon application, and they will also be pleased to give estimates on special work in brass, steel, copper, tin and zinc. A product of the above company is their Improved Oiler, which, when the handle is grasped by the hand, presents the broadened end of a lever within convenient reach of the thumb. By controlling the pressure of the thumb upon the lever, the flow of the oil from the spout can be easily regulated to meet the requirements of the parts being oiled. These oilers are made in steel and brass and in one style, practically indestructible, and are especially adapted to the use of locomotive engineers. We recommend our readers to send for this catalogue as one sure to be of value to them at all times.

THE BRYAN MANUFACTURING COMPANY, Bryan, Ohio, have recently distributed to their trade their illustrated catalogue No. 37 embracing their Champion wheelbarrows. They claim their line to be the most complete line of wheelbarrows made. The manufacturers call the attention of the trade to the construction of the Champion wheelbarrow, which, they state, embraces many important features not found in any other barrows on the market. Their patented staple axle bolt for attaching wheels to handle, they claim, has no equal as it braces and strengthens the frame and prevents the handles from spreading or splitting. Their patented malleable shoe for combining legs and braces, they claim, makes the strongest and most durable wood frame barrow on the market. Their patented folding steel frame garden and railroad barrows occupy the least possible space for storing and shipping. The frames, handles and bolts of each barrow are in one complete package, so that an order for any number can be easily and quickly filled. Their all-steel tubular barrows are constructed on the truss principle, and they claim, have no equal for durability. The best quality of material and workmanship are employed. In their catalogue they give a complete description of each barrow, and they state they will be pleased to furnish any further information upon inquiry.

THE BERGER MANUFACTURING CO., Canton, Ohio, have published a unique booklet, the pages of which are twice as large as the cover, but fold so as to make a very neat and compact booklet. The Berger Manufacturing Co. are manufacturers of steel office furniture, which they claim is superceding wood in the most up-to-date offices. They are pioneers in the construction of appliances substituting steel for wood, and claim to have the largest sheet-metal works in the world, and are in position to fashion any design in steel. Steel card index cases are made a specialty of by the Berger Company. They claim for them that they economize space, are extremely light in weight and are very strong; unaffected by climatic changes, and afford an absolute protection to card systems. The booklet is well gotten up with an artistic cover and is first-class in all respects. The manufacturers will be glad to mail one of them to those applying.

THE ERIE SPECIALTY CO., Erie, Pa., are placing in the hands of their patrons their 1904 catalogue containing 80 pages, having several illustrations on each page, and each one accompanied by description and list-price. The product of the Erie Company consists of Hardware, soda fountain and advertising specialties. Owing to the constant additions to their goods they have adopted the policy of issuing a catalogue at the beginning of each year. These they mail regularly to their trade and to others on application, and for this reason they request that in referring to their catalogue customers will make sure it is the latest edition. They announce it is their intention to strictly adhere to their former policy of producing the very best goods that skilled workmen and modern machinery can produce, guaranteeing perfect satisfaction with all goods furnished.

THE CARBORUNDUM COMPANY, Niagara Falls, N. Y., have issued one of the most artistic pamphlets covering their line of product that we have had brought to our attention. Every page of illustrations is from the finest half-tone engravings superbly finished, showing as they do, all the processes of manufacture as well as illustrations of productions that are at the present time, too numerous to enumerate and convey a proper idea of. A complete history of the manufacture and development of Carborundum at Niagara Falls is given as a prelude to the more technical contents consisting, as it does, of a lecture delivered before the Franklin Institute by Francis A. J. Fitzgerald. This is a very interesting part of the pamphlet in question. Illustrations are given of characteristics of grinding wheels showing their various styles as well, including Carborundum cylinder cup wheels, and also shapes for roll grinding, a number of special shapes for these goods being shown in large variety. Wheels for wood-working tools and shapes of wheel edges are also largely illustrated. Altogether it is the most complete and useful compendium of Carborundum products that any Hardware library could possibly have, and should be asked for.

THE PENINSULAR STOVE COMPANY, Detroit, Chicago and Buffalo, are distributing among the trade a large and very attractive circular containing eleven extremely handsome illustrations of their steel oven ranges and cook stoves. Under the head of cook stoves they illustrate the Diamond steel base; has four holes and will burn either coal or wood; is fitted with the duplex or flat shaking grate; and is made with three size ovens 17, 10 and 21 inch, also 7, 8 and 9 tops. The other illustrations are as fully described, and each one gives the impression of being the right thing, if put in the right place.

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KEEPING TAB ON ORDERS.

By Lyle Merton.

As a large percentage of the orders filled by any jobbing house is taken by the travellers on the road, there must be some system by which these orders are kept track of during the different stages which lie between their receipt in the office and their final completion when the invoice is mailed to the buyer. If an order could be completed the day of its arrival there would be little trouble to formulate a plan. But often an order is not filled completely until several months, after it is taken. The reason is obvious. It may be taken for future delivery; some of the goods may not be in stock and have to be back ordered; the mode of shipment may be by boat or route which will cause delay in shipping the goods; owing to pressure of business each order may have to be taken in turn; there are usually many delays which prevent the prompt filling of many orders, even in houses which make a boast of prompt shipments.

The different stages of the completion of every order should be known, or should be readily accessible should the information be desired, at any time. Also every order should be easily located during this process of completion. It very often happens that there are changes or additions to be made and for this reason if for no other it should be a matter of but a few moments to find where each order is. To accomplish these results every order sent in by a traveler should bear a number. These numbers are put on by him when he mails the order and serves as a means of knowing if any order has gone astray. Each salesman places a different letter before each number which serves as a means of distinguishing each man's orders; as each man is known by a different letter as A1, B1, C1, or D1.

As orders are received they are first examined by the credit man who marks them O. K., if credit is satisfactory. The orders are then indexed in a book specially ruled for the purpose as follows:

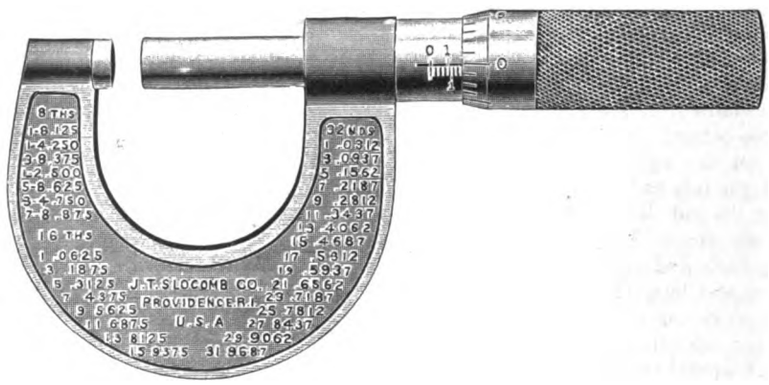
Name.	No.	Date recd.	How to Ship.	When to Ship.	Given to	Remarks.
B. Jones	D 56	Jan'y 1, '04	C. E. Ry.	Apl. 1	G. D.	Paints & Oils
E. E. Davis	B 10	Feb'y 10, '04	Stmr.	At once		Gen'l Goods
J. Dawson	A 3	Jan'y 5, '04	C. E. Ry.	May 1		Cord'ge & Glass

After being indexed the orders are then separated, those for immediate shipment being given to the clerks to be got out and packed and shipped. Those for later shipment are filed in a two drawer cabinet where they can be found at a moment's notice.

By this system of indexing every order as received is kept track of until it is completed. It has been found to work well in practice and saves a lot of time when it is necessary to refer to an order which has been received but not yet completed; as by this index every order can be located at any stage.

SLOCUMB PRESSED STEEL MICROMETER.

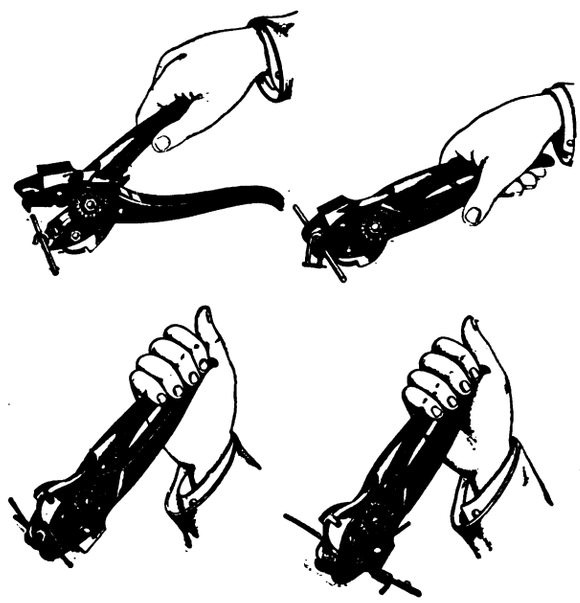
J. T. Slocumb Company, Providence, R. I., are the manufacturers of the new micrometer illustrated herewith; it represents a micrometer with a polished frame and full table of decimal equivalents; the table of sixty-fourths being on one side, and eighths, sixteenths and thirty-seconds on the other. These figures are raised instead of being sunk, this being accomplished in a hydraulic press, a pressure of about 300 tons being used, which compresses the steel and stiffens the frame. The raised figures and ribs about the edges are referred to as making a better finger hold than when the frame is flat and the figures are sunk. The figures are alluded to as being very distinct, and, on the whole, as presenting a very neat appearance. All other features of the tool are the same as the manufacturer's regular micrometer. The tool illustrated is at present made in one size only, measuring from 0 to 1 inch. It is being put on the market by J. T. Slocumb Company, Providence, R. I.



SLOCUMB PRESSED STEEL MICROMETER.

"ELM CITY" STAPLE PULLING PLIER.

The William Schollhorn Company, New Haven, Conn., are placing upon the market through the Hardware trade the New Model Elm City Staple Pulling Plier, of which we present an illustration, showing in a graphic manner the several stages of the operation of staple pulling, gripping the staple, pulling staple; gripping the wire before splicing and splicing the wire. Combining as it does so many tools in one, greatly increases the utility of a tool of this character. It is a convenient, durable and powerful tool, and is calculated to do rapid, accurate and high grade work, being able to cut No. 7 wire. It is furnished with bright steel interchangeable cutters and has black finished handles.



"ELM CITY" STAPLE PULLING PLIER.

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NEW GOODS AND SPECIALTIES.

PHILLIPS WARDROBE CLEAT AND HOOK.

The A. J. Phillips Co., Fenton, Mich., have recently put upon the market very neat and useful articles in the form of Wardrobe "Cleats" and Hooks, which we illustrate in the course of this article. The cleat or bar is of beechwood, oiled natural color; the finish is smooth and the oil finish, it is

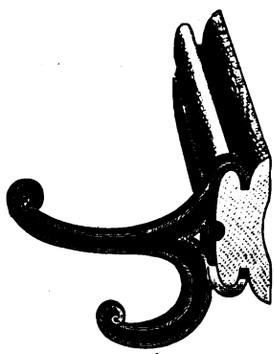


FIG. 1.

claimed, will not mar. Nail holes are bored an inch apart so that the round head nails for fastening the cleats on the wall may be driven anywhere. At one end of the cleat the lower tongue is cut away enough to admit the sliding hooks. Fig. 1 is the ordinary double hook for general use. Fig. 2 is

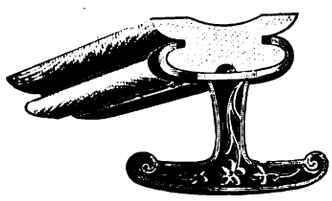


FIG. 2.

for overhead use and the hook bar may be fastened either to the ceiling or to underside of shelves. Fig. 3 is six inches long and on it may be used several of the useful garment

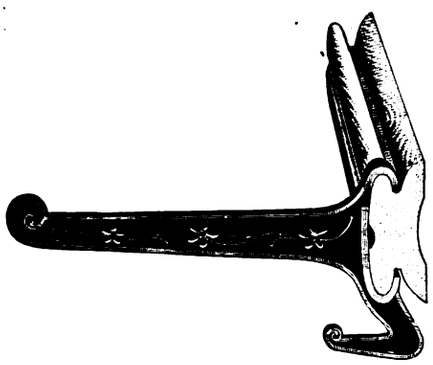


FIG. 3.

hangers that are now on the market. Any desired number of hooks, which are Berlin bronzed, may be distributed on the cleat. Round head nails 2½ inches long are furnished, one for every foot of cleat, making quite a finished job. The outfit is fine enough for the most elegant residence, yet very inexpensive, and may be put up by the most inexperienced.

UDELL'S MEDICINE CABINET.

The Udell Works, Indianapolis, Ind., are placing upon the market a number of extremely handy cabinets that are being added largely by the Hardware trade throughout the States to their regular assortment of novelties. We illustrate herewith their Medicine Cabinet No. 1341/2, which has been favored with an extended sale. It is twenty inches high, fourteen inches wide with a depth of seven inches, and is made in quarter sawed golden oak finely polished, and also made in white enamel, each style having a French bevel mirror 8x12. The interior arrangement of these cabinets are of an exceed-

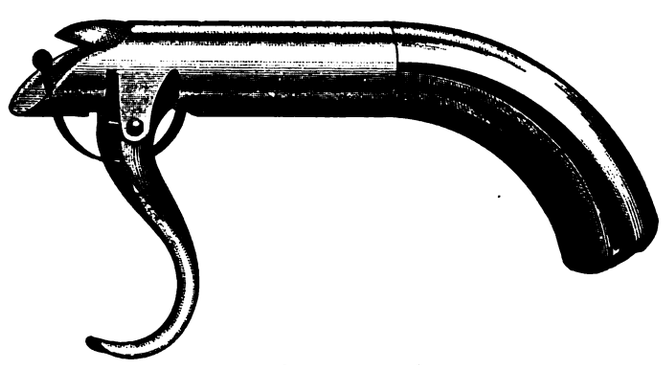


UDELL'S MEDICINE CABINET.

ingly handy character, having receptacles for various medicines both liquid and powders. They also manufacture similar goods in the way of music cabinets, commodes and ladies' desks.

PATTERSON'S PINEAPPLE EYE CLIP.

Patterson & Company, 183 Front Street, Rochester, N. Y., are the makers of the Pineapple Eye Clip shown herewith which is an indespensable article for the extraction of the eyes from the pineapple when in the course of preparation for culinary purposes. There are said to be 50 to 75 of these



PATTERSON'S PINEAPPLE EYE CLIP.

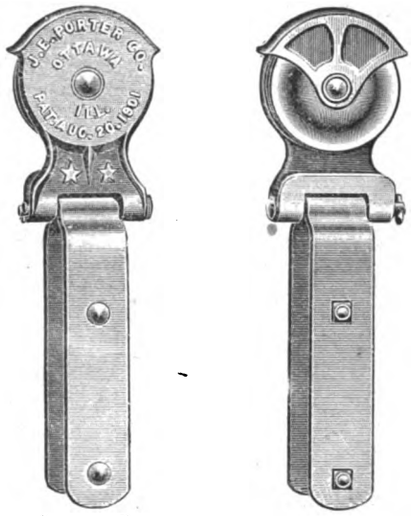
eyes in every pineapple. It is made entirely of steel, handsomely nickel plated, and is operated by holding it in the hand like a pistol, pushing it under the eye about half an inch, pulling the trigger and the eye is extracted. It is intended to be sold at 25 cents retail, and is sent out by manufacturers with a handsome colored easel card for show case advertising, packed with each dozen.

THE "PORTER" HINGED BARN DOOR HANGER.

The J. E. Porter Co., Ottawa, Ill., are offering to the trade a new Barn Door Hanger which we illustrate herewith. A practical feature of this hanger is the manner in which it is ribbed which permits of a maximum amount of strength being obtained. The flange of the wheel in combination with the lower track guide is designed to prevent any possibility

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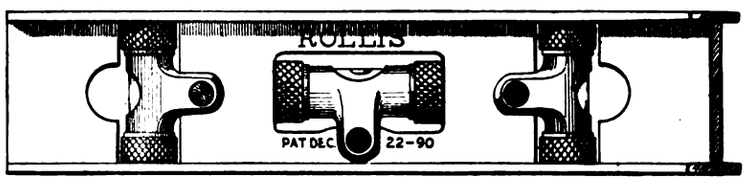
of the roller jumping the track or being thrown off for any reason whatever. The flange that forms the "Can't-get-off" feature extends the full length of the hanger. The hanger and door strap are connected by a loose malleable pin, which produces the hinged effect, and is found to be a great advantage in hanging doors, as the track and hangers can be placed in position, the door straps attached to the doors, and the connection made by slipping the pin through the lower part of the hanger and the loop of the door strap. Doors can also be removed with equal ease without disturbing the door straps. The track is made of 1¼x3-16 hard Bessemer steel, with brackets or supports riveted through the track every 16 inches. The track is extremely rigid, strong and durable. The hangers run on roller bearings and are packed one pair in a box and in cases containing one-half and one dozen pairs. The manufacturers will forward to dealers upon application a recently designed folder, printed in colors, which describes the hanger and track above referred to.



THE "PORTER" HINGED BARN DOOR HANGER.

ROLLIS ADJUSTABLE SHEET STEEL LEVEL.

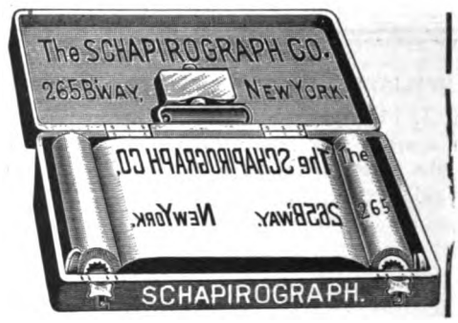
The Rollis Hardware Company, 105-107 Chambers Street, New York, are the manufacturers of the Rollis Patent Adjustable Sheet Steel Level, of which we present an illustration. This level is a radical departure from many heretofore placed upon the market, and is claimed to have advantages over all its rivals both in point of construction and in material. It is quickly and accurately adjusted, neatly and very substantially designed and is highly polished and nickel plated. The liability of breakage as found in cast iron levels is entirely overcome, and yet the level is lighter in weight than many competing levels manufactured from metal. The tube is made from highly polished gun-metal, and is easily adjusted without the use of any tool. The knurled screw caps on each end of the spirit tubes bear against the opening in the frame where the tubes are held, with a simple movement of the caps back and forth with the thumb and finger, a perfect adjustment is obtained. Two sizes only are at present on the r .ket, but it is in contemplation to bring out other sizes as the trade demands.



ROLLIS ADJUSTABLE SHEET STEEL LEVEL.

THE SHAPIROGRAPH.

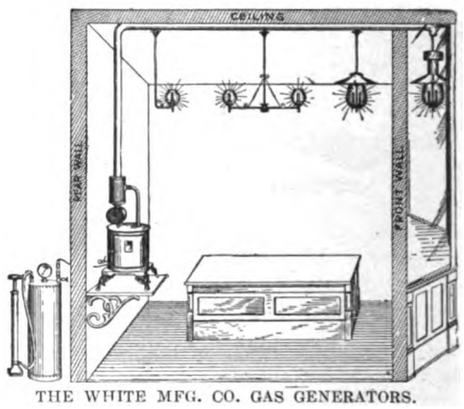
The Shapirograph Company, 265 Broadway, New York, are manufacturers of one of the latest and up-to-date devices for multi-copying anything written with pen or typewriter that one could require. It is calculated to produce 150 copies from any pen writing, or 50 copies from a typewritten copy, without the necessity for using either ink or stencil. There are no preparations required, the method of its operation being extremely simple. It is claimed to be a remarkably durable appliance, as each apparatus contains 5½ yards roll printing surface which may be used all day long continually and over and over again for taking duplicates. In the Shapirograph coated paper is stretched and ready to use by turning the two cog wheels noted in the illustration. The original should be written with the ink supplied for the purpose on a hard smooth ledger or linen paper. For typewriting use, it is recommended that a strong purple copying ribbon be used as it is excellent for the purpose of duplicating correspondence. Reproductions are made on any kind of paper, the smoother the better.



THE SCHAPIGRAPH.

THE WHITE MFG. CO. GAS GENERATORS.

The White Manufacturing Company, 192 and 194 Michigan Street, Chicago, are calling especial attention to their Gas Generator manufactured by them, which is illustrated in the cut shown in this article. These gas generators are so simple in their construction, and so easy to operate, that any one, however inexperienced, can install and run them successfully. They are so compact they only occupy a small space of 12 inches square, and may be placed on a shelf or table anywhere in the room. All the working parts are made of cast brass, and are interchangeable.



THE WHITE MFG. CO. GAS GENERATORS.

The generator is mounted on an iron base and enclosed in a metal hood to protect it from draughts of wind. It is built on very substantial lines, and is most effective in its light-giving power. The generator is kept heated from a sub-flame, which is supplied by gas from expansion chamber, which automatically feeds the sub-burner, that keeps up constant generation.

The gasoline is conveyed to the generator through a ⅛ hollow brass wire from a tank, which may be placed either in or outside of the building, any distance away. This is one of the most important features of this device, as there is no volume of gasoline near the heating or operating point.

Every machine, it is claimed, is fully tested by actual burning before sending out. It is offered as a complete, in-

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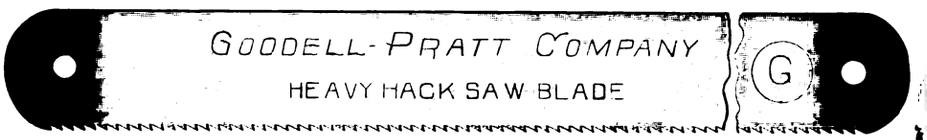
dividual gas plant, ever ready, reliable, and easily operated. The gas is produced by the gasoline passing through the heated generator, into the air mixing chamber where it becomes thoroughly carburated with air, thus forming a hydro-carbon gas of great illuminating power. It then passes through the supply pipes to each lamp, which you light like any ordinary gas jet, no further generating being necessary.

The cost of operating is governed by the cost of gasoline at the point of installation, which, on an average, is 50 per cent. to 75 per cent. cheaper than gas, electricity, or acetylene, for lighting purposes. There seems to be no excuse for either the city or country merchant to have a poorly lighted store, at the prices and perfection of the art that gasoline devices have now attained.

The White Mfg. Co. offer to ship to any responsible party one of the Air Light Gas Plants, to be paid in monthly installments. They are fully guaranteed in every particular.

GOODELL'S HEAVY HACK SAW BLADES.

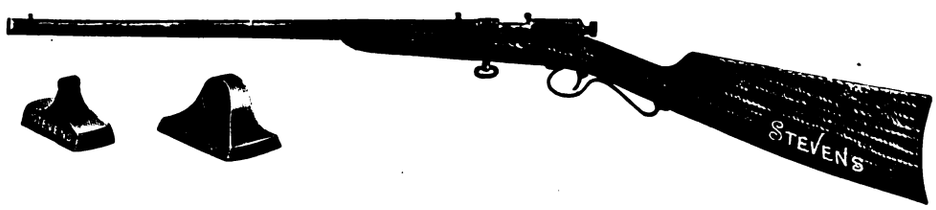
The Goodell-Pratt Company, Greenfield, Mass., are bringing out a new article in the line of heavy hack saw blades in addition to those in the ordinary widths and gauges with which their name has been long associated. The new blades



are intended for use in power machines. They are ¾-inch wide and .035-inch thick (or No. 21 gauge), and have 14 teeth to the inch. The catalogue number will be No. 300, and the blades, the manufacturers state, will be found of their usual high quality.

STEVENS LITTLE KRAG SINGLE SHOT RIFLE.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are manufacturers of Stevens Little Krag single shot rifles shown in the accompanying cut. This is one of the simplest and strongest rifles of its class manufactured, and has special features not found in any other boys' rifle. It has new style peep sights, 20-inch round barrel, is chambered to take the 22-long rifle cartridge, hence will also handle the 22-long rim fire, 22-short rim fire and C. B. caps, weighs 3¼ pounds, and comes packed one in a box in take-down form.



STEVENS LITTLE KRAG SINGLE SHOT RIFLE.

THE IMPROVED NATURAL STONE GERM-PROOF FILTER.

The Improved Natural Stone Germ-Proof Filter is a specialty manufactured by the Fulper Pottery Company, of Flemington, N. J., and we give herewith an illustration of this sanitary article which is a gravity filter made in six sizes. The company was established in 1805, and since then have been



FULPER GERM PROOF FILTER.

making a specialty of sanitary stone ware of every description. The filter which we illustrate is guaranteed to be perfect when shipped and absolutely germ proof. It is a combination filter and cooler. By using the ice chamber the water is kept ice cold, but does not allow the water to come in contact with the ice, which is a very commendable feature. The filtering medium is a natural stone on which all foreign substances are caught and retained until removed by a filter brush which is furnished with the filter for that especial purpose. The company have issued a number of catalogues embracing their entire extensive line, and they would be glad to send any or all of these dealers upon application for the same.

TRADE NOTES

Little Rock, Ark.—The Gowdy & Ellis Hardware Company of 501 Main Street, will open a store at 122 East Madison Avenue.

Memphis, Tenn.—The capital of the Warren & Davidson Company was increased from $100,000 to $200,000.

Milwaukee, Wis.—The Philip Gross Hardware Company has purchased the stock of machinists' tools and supplies, as well as the accounts and good will of the Rice Machinery Company, 165-7 West Water Street, and is making arrangements to carry on the business of the concern. The stock will be moved at once to the Grand Avenue store of the Hardware concern, and the rear portion of the present building there, which is now one story in height, will be increased to four to accommodate the additional business.

Nevada, Iowa.—A business deal has just been closed whereby C. E. Markland becomes the owner of the Hardware stock formerly owned by Klove & Klove. Mr. Markland has already taken possession.

Newburyport, Mass. — Lawrence L. Peavey, for the past 19 years in the employ of S. H. Thurlow, Hardware dealer, has become a partner of Mr. Thurlow. The firm name will be S. H. Thurlow & Company.

Newtown, Ind.—Sam Beaver has sold his interest in his Hardware store to his brother, Frank.

New York, N. Y.—The Tiger Wheelmen have elected the following officers for 1904: President, H. A. Gliesman; vice president, C. Tulp; treasurer, C. P. Soulle; financial secretary, J. Morrison; captain, C. Harding, and first lieutenant, P. J. O'Grady.

Oskaloosa, Iowa.—The Hamilton-Messenger Company, No. 113 High Avenue, west, has sold out its business to the Dack Hardware Company.

York City, Pa. — After thirty-five years of business life at George and Philadelphia Streets, the firm of John F. Thomas & Sons, it is said, will close out their Hardware and grocery business between this time and July first.

Zanesville, Ohio.—Nicholson & Secrest have sold their Hardware store to Carlisle & Grimes, of Cambridge, who will take possession at once.

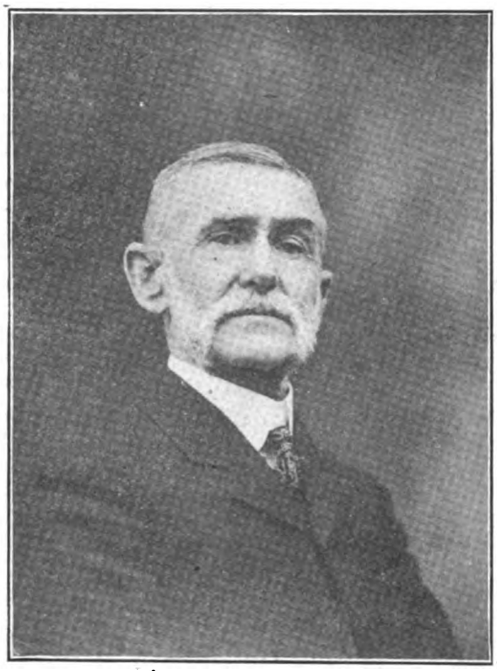
Wynne, Ark.—The Kennedy & Morelock Stove Company has increased its capital stock from $50,000 to $100,000.

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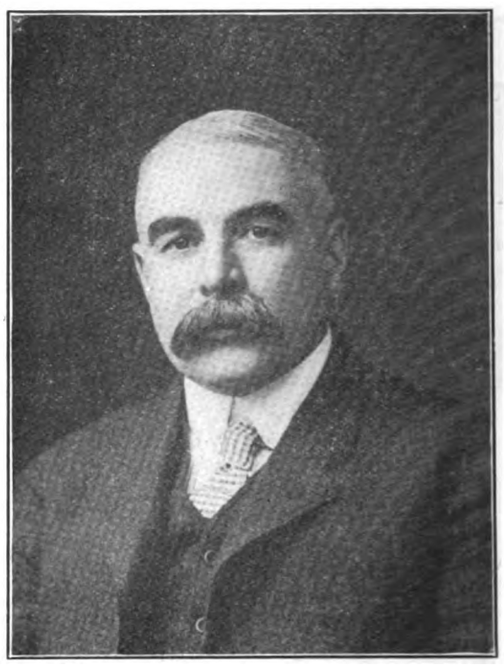
CONNECTICUT STATE ASS'N OF RETAIL HARDWARE DEALERS.

The Connecticut State Association of Retail Hardware Dealers brought its first year of existence to an end at its first annual meeting held at New Haven, Conn., Wednesday, March 2. The inability of President Bogardus or Secretary M. L. Corey of the National Association to be present at the convention, caused great disappointment, although the members found much to discuss of interest to themselves and to the Hardware trade of the State.

The convention was held at Heublein's Restaurant, the rooms of the United Service Club in the same building also being thrown open to the use of the members. There were more than 50 merchants, representing a majority of the leading retail Hardware concerns of Connecticut, present.



W. A. Church, President.



A. H. Abbe, Ex-President.

The meeting was called to order at 11 A. M. by President A. H. Abbe, of New Britain, who welcomed the members, as follows:

PRESIDENT'S ANNUAL ADDRESS.

Upon this our first anniversary it gives me great pleasure to welcome you here and to congratulate you upon the success of our association, and I think you will agree with me that the association is a success, for out of a total of eighty-six Hardware merchants in the State of Connecticut, we have enrolled forty-five, actually more than fifty per cent., and this I certainly think is up to the average of any other State Association. Those of you who attended the organization at New Britain a year ago will remember the enthusiasm shown there, and also at the Summer meeting.

During the past year little has been done by this association except to bring all Hardware dealers together and become acquainted with each other. This in itself is to me a great pleasure, and no doubt is to all of you. There is always something to learn as well as many good friendships to cultivate in this getting together and mixing with our class, and we will all be better merchants and better men through having this association to bind us together, for where can you find a Hardwareman who is not a good fellow and worthy of your friendship? I argue that there was a time when but few of us could find a good fellow doing Hardware business in our own town except ourselves. We were friendly if they were only doing business far away from us; but this has all been changed within the last few years, and largely by influence of association work. The Business Men's Association, of course, has had a lot to do with this, so that it seems to me it will pay us well to nurse this association and keep it alive, and as it goes on we will learn how to use it, and it will no doubt be a lasting benefit to us all.

There are forty-one firms who have not yet come in with us. We want them in, and I hope that you will, all of you, use your best efforts to influence any dealer in the State to join with us. Have the travelling men who call upon you help us out in this. Ask them to say a good word for us wherever they go.

As you all know, there is a National Association of Retail Hardware Dealers made up of Local State Associations. The Secretary of the National Association is M. L. Corey, of Argus, Ind. I am not informed as to what other duties Mr. Corey has to perform, or if he is in the retail business or not, but if he has any other work aside from the National Association, I do not know when he can devote any time to it, for he certainly is putting in earnest work for this National Association, and it seems to me it must require ten hours every day. He certainly is doing a grand work for the trade.

W. P. Bogardus, the President of the National Retail Hardware Dealers' Association, seems also to devote a great deal of time to the work of that association, and to these two gentlemen is due the success of the National Association. I will not attempt to tell you of their work, as Mr. Corey, who is here to-day will cover this, and has more knowledge of it than I have. He will, no doubt talk to you of Trade Insurance, Parcels Post Law, etc.

The association is under obligations to the *Iron Age* for printing the report of our first meeting at New Britain, together with the by-laws we adopted at that meeting, and furnishing us with copies of the same in pamphlet form.

In conclusion I wish to thank the members for your cordial support in organizing this association, and to speak for my successor the same support and co-operation that you have given me.

After the transaction of formal business, including the acceptance of routine reports, a Committee on Nominations was appointed by the chair, on motion of F. W. Jaynes, of Green-

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wich, consisting of Mr. Jaynes, F. M. Lyon, of New London; F. C. Leighton, of New Haven; A. H. Bishel, of Middletown, and A. R. Jones, of Danbury. In making the report for the committee Mr. Jaynes, as chairman, stated that the committee wished Mr. Abbe to serve another year, which he had declined to do because of pressure of private business, and, as he afterward stated to the meeting, because he considered that the honor was a great one, and he proposed to see it shared by his fellow Hardwaremen throughout the State. These officers, as reported, were unanimously elected:

OFFICERS ELECTED FOR 1904.

President—W. A. Church, Derby.
First Vice-President—Charles A. Agard, Torrington.
Second Vice-President—George J. Bassett, New Haven.
Secretary—Charles L. Way, Hartford.
Treasurer—Lewis B. Crosby, New London.
Directors, for three years—A. H. Abbe, New Britain; J. J. Noxom, Middletown; Herbert T. Clark, Willimantic; T. L. Jones, Greenwich.

The directors whose terms hold over are: For two years: F. M. Lyon, New London; J. R. Hill, Danbury; George E. Baldwin, Bridgeport; F. T. Terry, Ansonia. For one year: D. B. Wilson, Waterbury; C. H. Preston, Norwich; Eli C. Birdsey, Meriden; Henry Lockwood, Stamford.



CHAS. G. AGARD, FIRST VICE-PRESIDENT.

President Church was escorted to the chair and in accepting the office thanked the members for the honor which they had conferred upon him and which had come quite unexpectedly.

Secretary Way made a report on the question of

MUTUAL FIRE INSURANCE FOR RETAIL HARDWARE DEALERS,

and read communications relating to the methods of the Pennsylvania and Minnesota companies. A considerable discussion of the question followed, the purpose being to discover whether such a mutual company would be feasible in Connecticut. A letter from Eli C. Birdsey, of Meriden, told that he had taken a policy in one of these mutual companies with a view to ascertaining how its cost compares with that of the old line companies' policies.

R. R. Williams, Hardware editor of *The Iron Age*, was called upon to address the convention in regard to the insurance features of the associations in other States. He explained briefly the manner in which the insurance companies were organized, referring to the marked success which had attended them. He emphasized the importance of making the insurance department of association work contribute directly to the growth of the associations, as membership is made a condition of obtaining the insurance. Others who took part in the discussion were Ex-President Abbe, F. W. Jaynes, Charles A. Agard, F. W. Hallock and M. E. Weldon.

As a result of the discussion a committee was appointed by the president, consisting of Eli C. Birdsey, of Meriden; Charles A. Agard, of Torrington, and A. H. Abbe, of New Britain, to investigate the subject and make a report to the association.

INDORSED THE GARDINER BILL.

A communication was read by the secretary from the New York Board of Trade and Transportation, inviting the association to take action in influencing their Representatives in Congress in behalf of the Gardiner bill, providing for an investigation with a view to benefiting American deep sea shipbuilding and ship owning. A committee was appointed, consisting of B. C. Lightbourn, of New Haven; F. M. Lyon, of New London, and M. E. Weldon, of Bristol, to draft suitable resolutions, which were later adopted, urging upon "our Senators and members of Congress such action as will increase the tonnage of deep sea service."

THE MOST IMPORTANT BUSINESS OF THE MEETING

was the consideration of the custom of certain Hardware manufacturers in entering into direct competition with the retailers. The matter was brought up in connection with Nails and Screws, but soon shifted to the question of Builders' Hardware, the allegation being made that large manufacturers of these lines were entering into the territory of the Hardware merchant and bidding against him, generally successfully.



GEO. J. BASSETT, SECOND VICE-PRESIDENT.

R. R. Williams, who was called upon for his views in regard to the matter, referred to the difficulties of the trade in connection with the sale of Builders' Hardware, which he characterized as a most troublesome problem, which though it had been many times considered by the manufacturers and merchants was still practically unsolved. He commended the association for taking hold of this subject, and said that their effort to correct the existing condition of things would be met with approval by the entire trade in all parts of the country, inasmuch as merchants generally have long experienced troubles similar to those in Connecticut, though perhaps not in all cases so acute. He assured the association that their deliverance on the subject would undoubtedly be given the most careful attention by the manufacturers, who recognized the justice of the retailers' complaint, and would be glad to find a way to put the sale of Builders' Hardware on a more satisfactory basis.

There followed a general discussion, in which many of the members joined. The result was the appointment of a committee of three, consisting of Herbert T. Clark, of Williman-

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tic; F. T. Terry, of Ansonia, and George J. Bassett, of New Haven, to draft suitable resolutions and present them to the president for his approval, and by him forwarded to the secretary, who shall present the resolutions to manufacturers of Builders' Hardware, and shall also forward them to the trade journals and to the National Association.

THE PARCELS POST.

Mr. Abbe brought up the question of the parcels post, concerning which a letter had been received from Secretary Corey, of the National Association, asking that the association take action against it. After some discussion a unanimous vote was taken, condemning the measure, with the understanding that a copy of the vote be sent to all Connecticut Representatives in Congress.

NATIONAL DELEGATES.

It was voted that the president and secretary of the association be sent as delegates to the annual meeting of the National Association, at Indianapolis, Ind., each being given the power to name his alternate in case he is unable to atte- himself. Provision was made by which the association pay the expenses of the delegates.

An excellent dinner followed the proceedings, after which there was informal speaking, President Church making an admirable toastmaster. He made an address of welcome and congratulation, after which he called on several gentlemen to speak, including R. R. Williams, A. H. Abbe, George J. Bassett, George L. Sargent, of Sargent & Co., F. T. Terry and F. W. Jaynes.

KENTUCKY RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION.

The third annual meeting of the Kentucky Retail Hardware and Stove Dealers' Association was held at Louisville, March 1, the headquarters being at Liederkranz Hall.

TUESDAY AFTERNOON SESSION.

The meeting was called to order at 2 P. M. Among those present who were guests of the association were W. P. Bogardus, president of the National Association; W. P. Lewis, ex-president of the National and Indiana State Associations, and W. P. Oldham, formerly president of the Kentucky Association, and now retired from business.

The first business on Tuesday afternoon was the appointment of Jos. Knapp as sergeant-at-arms. U. S. Shacklett, formerly first vice-president, who succeeded W. P. Oldham as president when the latter retired from business last March, delivered the annual presidential address.

Committees were then appointed on Nominations, Constitution and By-Laws, and Resolutions, after which the convention adjourned until Wednesday morning.

WEDNESDAY MORNING SESSION.

The association reconvened at 10 A. M. Wednesday. Paul Wagner, of Louisville, read his report as secretary.

SECRETARY'S REPORT.

an excellent address, quite of an executive character, and which concluded as follows:

* * * * * * * * * *

All in all, the work this year has been more encouraging and more beneficial than any previous one, and with the membership now enrolled, and the addition of several more enthusiasts, we see no reason why the Kentucky Retail Hardware and Stove Dealers' Association should not in the near future stand in the front ranks of association work.

Let us make a friend of our competitor, and when we have gained his confidence it will be an easy matter to induce him to join our ranks. The larger our numbers the more good can be accomplished and the easier the task.

In conclusion, I would thank all the members who have assisted me in my duties of secretary for their kind indulgence and their friendly consideration toward me, and especially for the confidence exhibited on all occasions. If my health allowed it, it would, indeed, be a pleasure to me to act as your secretary as long as your indulgence with my poor efforts would permit me.

J. C. Frederick, of Owensboro, followed with a well digested paper on

FELLOWSHIP IN BUSINESS

which was listened to attentively.

H. C. Lewis, of Greenville, then read a paper,

THE BENEFITS OF LOCAL ORGANIZATION,

which gave evidence of much thoughtful consideration of the subject.

An admirable address entitled

RANDOM SHOTS

was presented by Joseph W. Knapp, of Louisville, which proved of interest to the delegates.

MUTUAL INSURANCE.

W. P. Lewis, of the Indiana Association, made an interesting address on mutual insurance, in which he touched on the national company, organized some months since, and the other companies now in successful operation under the auspices of several of the State Hardware associations.



U. S. SHACKLETT, Ex-President.

THURSDAY AFTERNOON SESSION.

OFFICERS FOR 1904.

At the afternoon, the closing session, reports of the different committees were read and approved. The following officers were elected for the ensuing year:

President—J. C. Frederick, Owensboro.
First Vice-President—J. C. Mahan, Lawrenceburg.
Second Vice-President—Jos. Knapp, Louisville.
Secretary—John R. Sower, Frankfort.
Treasurer—J. Steitler, Owensboro.

An interesting report was made by Mr. Sower in regard to the proceedings of the last annual convention of the National Association, which Mr. Sower and Mr. Frederick attended as delegates from the Kentucky Association.

LOUISVILLE AGAIN CHOSEN FOR ANNUAL MEETING.

Louisville was again chosen as the place of the next annual meeting.

Mr. Shacklett and Mr. Sower were appointed as delegates to the National convention, to be held at Indianapolis March 22, 23 and 24.

The meeting then adjourned *sine die*.

TUESDAY EVENING

was given up to the enjoyment of a Smoker and Dutch supper, provided by the retail dealers of Louisville for the entertainment of the delegates. About 100 persons were present, and the occasion was a very successful one and thoroughly enjoyed.

His Harvest.

"Young Briefly had only been admitted to the bar a week when he made a fortune. He was caught in a railroad wreck in which forty people were injured."

"And he was one of those who got damages?"

"He was all of them. He got all the victims to retain him."—*Philadelphia Public Ledger.*

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ILLINOIS RETAIL HARDWARE DEALERS' ASSN.

The sixth annual convention of the Illinois Retail Hardware Dealers' Association convened in the Music Hall at East St. Louis on Tuesday morning, February 23d, for a three days' session.

TUESDAY MORNING SESSION.

The convention was called to order promptly at 10 o'clock with nearly 200 members present.

President C. H. Williams in the chair, introduced Silas Cook, mayor of East St. Louis, who bid the delegates welcome to the city in the following language, in part:

MAYOR COOK'S ADDRESS OF WELCOME.

Mr. Chairman and Members of the Illinois Retail Hardware Dealers' Association, I assure you that it affords me very great pleasure to extend to your organization a most hearty welcome while you are in our city. We are proud to know that this organization selected our city for the place of your meeting. East St. Louis is always ready and always glad and always willing to have a gathering of business men of the State of Illinois to meet with us. When I look over this audience into your faces it reminds me that I am talking to business men—men that are representative men from the various cities and places from whence you come. You have met here to deliberate and discuss and consider matters pertaining to your business, and I am sure that this gathering will be of much good to the Hardware dealers. The social feature of it is very pleasant, I am sure. While I have been in the hall here this morning I saw Mr. Jones meeting Mr. Smith, and saying: "I met you at Galesburg and I meet you here;" and you see at once that you have formed an acquaintance with each other in these annual meetings and renewing your acquaintanceship, with men that are in the same line of business. You discuss your business methods and practices that you have in business, and the object and purpose is to get the ideas of different ones, how you conduct your business; and there is no question, but after discussing those matters that every one gets some new idea and something that is of advantage to him in the future.

* * * * * * * * * * *

We have a business town here and we have as many manufactories as most any city in the country and they are still coming. We have more railroads than any other city in the State of Illinois, and better facilities for getting into and out of it, unless it should be Chicago—in the State of Illinois.

Now, friends, I don't want to talk long, but I want to say to you that we welcome you. We are glad you are here.

Now then I want to say to you as the chief executive of our city that I am proud to say that there could not be a convention of more representative and intelligent men gathered anywhere than the retail Hardware men, and I have no hesitancy in saying to you that I will now turn over the keys of our city to you, knowing that I am putting them in trustworthy hands. Whenever you trust your business with business men I say to you you have no need for fear nor uneasiness.

Now, friends, I want to say again that I thank you and extend to you a hearty welcome and the keys are turned over to you, and I say to you to use them to your best advantage. (Applause).

This address was responded to in a most genial manner by President Williams, who thanked the mayor for his hospitable welcome, assuring him there was no spot in Illinois that had a warmer place in the hearts of the assembled delegates than East St. Louis.

The convention then adjourned until 2 o'clock.



C. H. Williams, President.

TUESDAY AFTERNOON SESSION.

The convention was called to order promptly at 2 o'clock by the President, who appointed the following committees:

Committee on Location of Next Meeting—J. A. Hunter, Peoria; Fred Kurtz, Chicago; Geo. Olendorf, Centralia.

Committee on Finance and Auditing—Leo. Krueger, Chicago; Dave Reflior, Ottawa; M. Fahay, Decatur.

Committee on Question Box—O. B. Kurth, Centralia; C. T. Woodward, Carlinville; T. C. Conner, Evanston; John Homan, Nashville; T. J. Mathews, Mt. Vernon.

Committee on Resolutions—Geo. Meyers, Peoria; I. K. Neely, La Salle; Fred Siegrist, Highland: O. A. Stebbens, Chicago; L. H. Clark. Rockford.

Committee on Nominations—H. G. Cormick, Centralia; Dennis McLaughlin, Chicago; Chas. Johnson, Peoria.



Wm. T. Gormley, Vice-President.

Committee on Press—G. R. Lott, Chicago; H. H. Roberts, Chicago; S. P. Johnston, Chicago.

President Williams then delivered his annual address.

He spoke in part as follows:

PRESIDENT'S ANNUAL ADDRESS.

Gentlemen: It seems but a little while since we were assembled together in our fifth annual convention, yet as we realize that a year has elapsed since then, we are impressed with the fact that life, and especially the business life of any one individual, is short and to make the most of it is our duty. A college class graduating recently had for a motto, "Green but Growing," and it is a good one for progressive mankind in any vocation, to bear fruit without going to seed. And as we begin the work of our sixth annual convention it seems appropriate that we consider for a moment what we are here for. Not to indulge in idle theories or speculative philosophy, but to add to our mental equipment for business for life. To keep "Green but Growing," that is in a state of mind that permits of growth and expansion—of taking up a new idea and discarding an old.

As I look over this representative body of men I feel that each one carries within him some valuable experience—some technical trade knowledge that, imparted to us, will be valuable information, and nothing but the well known retiring disposition and modesty of Illinois Hardwaremen generally will interfere with each one of us, carrying home a good load of new ideas.

Business men have little time to call on one another—in their places of business, especially when they are scattered over this great commonwealth of Illinois—so once a year in convention assembled, from the papers and discussions and side talks is about the only opportunity we have of getting the benefits of personal contact with one another.

The past year has been a successful one for our association. Everybody has been busy with his own affairs and very few complaints have been filed with your officers. This fact of itself indicates a rather healthy condition of trade.

The strength of retail mercantile associations is rapidly increasing and with the growth of power we should use discretion and conservation and, that our growth may be continuous, be a little slow rather than aggressive, for the people who meet with the fewest disappointments in life are those who are always looking for trouble.

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The work of our national association has been handled in an able and dignified manner and its officers are entitled to our heartiest endorsement.

We have seen within a very few years the rural free delivery system develop from nothing into a giant institution, a great convenience to its beneficiaries (for it is not self-sustaining), but nobody has yet noticed the benefits from it accruing to local merchants.

But every improvement that mankind puts into use, as well as every labor-saving device, upsets the equilibrium of somebody's business, and to be able to meet the crises brought about by these changes is the object of trade associations.

IS THE JOBBER TO BLAME?

Well, that depends. Jobbing competition is intense and it is but good business sense to take on all profitable business that one can get, unless thereby it causes a loss of other more desirable business. The mail order business has grown so rapidly that jobbers and manufacturers alike are not yet crystallized in their attitude toward it, but are open to adopt whatever policy will pay them best. Gentlemen, it is up to the some hundreds of Hardwaremen in this and other organized States who are now first-class passengers traveling dead-head, that is, who have not joined their association, to say by their acts whether they want us to have strength enough to accomplish our ends. Whenever we can show 70 per cent. of the dealers in the States composing our vast association, members, we will have little difficulty in getting prompt attention to all reasonable requests.



L. D. Nish, Secretary.



Geo. A. Engelhardt, Treasurer.

There is a feeling that in association work we need some plan whereby the work can be kept up more continuously during the year. In part this is being done, as the secretary of our mail association is at it all the time. No doubt we will in time devise plans to make the State association more continuous than heretofore.

We as Hardwaremen and citizens do not want to appear in the eyes of consumers as breeders of extortionate prices, nor to manufacturers as hold-up men or blackmailers, but on each we desire to impress that there is a mammoth enterprise (not incorporated) handling Hardware, who are maintaining neat and elegant sample rooms from the Atlantic to the Pacific, from the Canada line to the Gulf of Mexico, who carry stocks amounting to many millions of dollars, who extend credit to many deserving people (and some others), whose delivery wagons carry goods to every hamlet and nearly every farm house in America, who stand for quality and carry out the guarantees of manufacturers liberally, whose advice and suggestions to all the consumers are more valuable than all the book-encased bargains in the book that often rests above the Bible in the family parlor whose combined purchasing and distributing power far exceeds that of all other agencies—namely, the organized Hardware dealers of the country.

They can furnish the best representation for all legitimate lines of goods and every effort put forth by manufacturers and jobbers to increase their prosperity will bear fruit in the elimination of fakes and maintaining of a high standard of legitimate trade.

Secretary L. D. Nish made a detailed report, which concluded as follows:

The bulk of the time of the secretary after leaving the annual meeting last year was taken up in obtaining a fairly good mailing list, and I trust with that we may be able to reach all of the Hardware dealers in the State.

The membership as reported last year was 244. There have been received since, not counting those that have been received to-day, but up to yesterday were 53, making a total of 297, there resigned nine and there were dropped for arrearages seven. That leaves a total net membership of 281. There have been received to-day 15 new members, and you will see the total being 68 for the year, that there is a larger percentage than has been received in any other year. Last year's report was 33; so to the secretary at least it has been quite gratifying to note the increased membership. The number enrolled, and upon which was based the published report last year, was 275, and figuring on the same basis this year, we should announce as our published membership of 328, which is the enrollment.

The financial report as far as the secretary is concerned, the total receipts have been $631.00, which has been turned over to the treasurer. The total number of orders that have been issued amounting to $707.29. The treasurer will give the financial end of it. Gentlemen, I thank you.

Treasurer George A. Englehardt, Chicago, made his annual report as follows:

Balance received from former treasurer	$79.40
From secretary	631.00
Total receipts	$710.49
Paid vouchers	707.29
Balance on hand	$3.20

H. G. Cormick, of Centralia, then addressed the convention, presenting the report of the Executive Committee. He reported especially the recommendation of the committee that the members support the efforts of the National Retail Hardware Dealers' Association in building up the National Hardware Dealers' Mutual Fire Insurance Company, of Huntingdon, Pa. He said they had already subscribed about $500,000 worth of insurance. He urged the members to take out insurance with them, and said that the insurance company would be a means of building up the membership of the State associations as well as the National.

He was followed by Geo. K. Swan, of Mattoon, who read a paper on

SOME HARDWARE TROUBLES

from which we extract the following:

* * * * * * * * * *

Mr. President, if you will allow me the time I will speak a little while on catalogue house competition. This is one of the subjects that has baffled the best business talent in the country, and to find a remedy that would overcome it we as dealers have given it a great deal of thought and study, and yet we have not found a remedy that would reach all of the conditions, but we have been able through our association to induce some of the manufacturers not to sell these catalogue houses their staple lines of goods, and we are aware that the catalogue house always quotes a low price on their staple lines of goods, so we, as dealers, have been trying to induce our trade to buy their goods of the home merchants instead of sending off to the catalogue houses for them. We have accomplished this by teaching them that we can sell them a better class of goods at about the same prices as the catalogue house can sell them seconds or light weight goods.

We should not feel harsh towards these people because they are trading with a catalogue house, nor should we laugh at them because they are trading with us, but we should show them by fair dealing and right prices, that we can and will for cash any of the prices quoted by the catalogue houses, providing that the goods are of the same quality, and standard makes of goods, and it is my judgment that we, as dealers, can do a great deal to bring this lost trade back again to where it belongs, but to do this we must use practical methods and good judgment when these customers enter our stores. There has been a great deal of good accomplished through our efficient officers of our State association. They have been successful in getting manufacturers not to sell the catalogue houses certain kinds of goods, therefore our officers have enabled us to make a living profit on these lines of goods, that at one time was nearly a dead loss for us to handle, and so I could name many other good things that has been accomplished through our officers since our State association has been organized, and I want to say to you gentlemen, that we ought to be proud of the fact that we have been able to secure such men as we have had at the head of this association the past five years, men who have given their time and money, that we might be benefited in our business. I believe that I express the sentiment of this convention when I say that we thank them for their kindness.

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I have a great deal of faith in the advertising my clerks do, as to the amount of business my store does, and I am willing to give them credit that they make sales when perhaps I would fail. I contend that the success of a store depends much on the kind of help you keep, as one poor salesman in a store will drive away more trade than all the rest of the force can build up, so you see poor help is dear at any price. The kind of treatment a customer receives in your store is the best advertisement you can get, either for or against it, and so there might be a great deal more said in regard to these trade troubles but my alloted time is up, and I must close as there are others to follow me.

C. Mauer, of East St. Louis, who is one of the oldest Hardware dealers of the city, gave a reminiscent address on the Hardware trade of the city, dwelling upon the many changes, and how largely it has broadened its scope in the way of stocks which he argued would soon settle the rivalry of department stores by handling as many lines of suitable stock, and adopting some of their methods to lessen competition.

He was followed by L. H. Clark, of Rockford, who read a paper on the subject of



H. G. CORMICK.

SYSTEM

dwelling upon the manifold advantages of being systematic in all the different departments of the greatly expanding methods of doing business. Before adjournment for the day a committee consisting of John F. Bannon and John F. Steinmeyer, of the Missouri Retail Stove and Hardware Association, addressed the meeting, urging a joint meeting of their association with the Illinois association on the following day.

The convention then adjourned until Wednesday morning.

John Bannon and A. Steinmeyer, a special committee appointed by the Missouri Retail Stove and Hardware Dealers' Association to confer with the Illinois Association, arrived at this juncture, and Mr. Bannon spoke as follows:

"It is with pleasure that I come over to fraternally greet you. We met your men in arranging for a joint session. We do not desire to take up much of your time. A glance over this audience shows that as far as numbers go, your State is well represented. When we see Hardware interests with only a river between them, there should no feeling exist save that of fraternity. Our convention has been discussing problems of trade, and ways of controlling antagonistic interests. The Hardware business is not to be counted among the smallest of the financial interests of any State or any community. Many inroads have been made into our business. Some of these are legitimate; some are illegitimate. In fact, the best manner of taking care of our interests has brought us together. A Hardwareman must be a man of some intelligence. They come to these conventions with a purpose—namely, to prevent further inroads of illegitimate competition. No doubt, the same conditions prevail in Illinois as in Missouri. You suffer from the catalogue houses and the department stores the same as we do. The best way to protect ourselves is by unity, as one man can do but little. A dozen can do much more, and a hundred can do a great deal. In Missouri we have felt the results of organization and I am glad to say they have been decidedly beneficial. We have taken in many new members the past year. A number who held off to find out whether the association would be successful or not have come in. You have a very good representation here. A very serious problem, individually and collectively, is that of the best methods of conducting our business without antagonizing our competitors. We have threshed the subject over very thoroughly—one man has given his opinion of it, and then another has followed suit. The time is coming when the influence of retail Hardware associations will be felt. We have been climbing up the hill and have nearly reached the top. We can now declare what we want and get it. Nothing can make so strong a front against the manufacturers as unity. Illinois and Missouri are very near a unit. The manufacturers, jobbers and larger dealers watch these conventions and have emissaries who inform them concerning existing conditions. When they know what these conditions are they will not wait to be driven into line. We are here to fraternize. We must keep in touch with the association on this side of the river. Illinois and Missouri are two great States and I hope in time other States will come together. We cannot be antagonistic, as kindness is better than meanness. We want the manufacturers and jobbers as honorary, not onery, members of our associations. We do not want them to ask, 'What are you going to do for us?' but 'What can we do for you?' 'What are we doing detrimental to your interest?' They will come to us and say, 'We want to be in line.' It is our purpose here to extend our gratitude for your heartfelt kindness and interest: and we want to be counted as one of you. 'We are from Missouri and we will show you.' I hope we are all spared to form one grand union of interests here next year. We might have our celebration on excursion boats in the middle of the Mississippi River."

The convention expressed their appreciation of the presence of the Missouri committee by a rising vote.

The convention then at 5 P. M. adjourned.



F. F. PORTER.

TUESDAY EVENING

was devoted to a smoker prepared by the local Entertainment Committee which took place in Music Hall. The entertainment was voted a great success, the delegates and their friends found ample enjoyment in the festivities usual at a function of this character.

WEDNESDAY MORNING SESSION.

Convention called to order at 12.30, President Williams in the chair.

F. F. Porter, of Chicago, read a paper on

SYSTEM IN SHOP AND STORE

which subject he treated in a very painstaking manner and proved exceedingly interesting in its exposition of details worthy of contemplation.

H. G. Cormick read a paper on

CO-OPERATIVE BUYING

which was of a thoroughly practical character, indicating a great familiarity with the engrossing subject. He was followed by M. L. Corey, of Argus, Ind., secretary of the National Retail Hardware Dealers' Association, who presented the arguments for which he is a hard worker on the great importance of the National Association and the benefits to be derived from belonging to it.

President Chas. H. Williams, Streator, said: "Our reception to our visiting friends has been quite informal, but I will assure you that nothing since the first organization of the Illinois Retail Hardware Association has given me more pleasure than to have the membership of the Missouri Retail Stove and Hardware Dealers with us to-day."

Three cheers and a rousing tiger was then given by the Illinois Association as a welcome to their visiting friends from across the river.

R. R. Williams, of the *Iron Age*, New York, then addressed the convention. We extract the following from his admirable address:

Mr. President and Gentlemen: It is a very great pleasure for me personally to be with you to-day. I have been with these Hardware gatherings in spirit and by very worthy representatives during all these years. This is the first time that I have been permitted to meet with the associations of Illinois and Missouri. I am looking now into the faces of men whom I have long known by name and reputation, with whose signatures in one way or another our office is happily very familiar, and I am very glad to be able to greet you as fellow-workers in the good cause which brings you together to-day. Personally it is a delightful thing for me to meet with a company of Hardware merchants. I know their caliber; I know their ability; I know something of the difficulties with which they have to battle, and something also of the wisdom and resolution with which they take hold of the problems that they have to solve.

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My relationship with the trade at large is necessarily at long reach in the main, but, Mr. President, one of the sincere pleasures of an editor is coming in contact with, shaking hands with an conversing with those who are good enough from week to week to read something, not all, of that which appears on the printed page. We editors sometimes are talking to people at a great distance, and it is very pleasant to meet these persons face to face and have them talk back a little. The usual arrangement is one sided, and while it does give the editor the advantage that he is able to say almost anything he likes and do most anything he pleases, after all he loses a great deal. The older I grow, gentlemen, the more I realize the pleasure and the inspiration that we are in personal contact. The more I know the Hardware trade the more sincerely do I honor the men who are engaged in it. I know how well worth knowing they are, and I know something of their intelligence, of their breadth of view, their kindliness of heart, the tender ties that make them work so laboriously for the dear ones at home and the earnest purposes that enter into their lives. Such men are worth knowing.

* * * * * * * * * * *

One of the things that Hardware merchants have to contend with is that it is necessary for them to be more wide awake in their business, to take broader views of their opportunities, to learn something perhaps from the things that plague them and so grow more successful to carry on what is one of the most dignified and honorable of vocations. This educational work of the associations is almost as important as its defensive work, and yet its defensive work is, it seems to me, after all its primal work. Defensive work that there may be the promotion of fraternity and good understanding, and that there may be peace and good fellowship between the manufacturers and the jobbers and the retailers. I am a friend of retail Hardware organizations, because I want to see everything smooth and prosperous throughout the trade at large, and because I want to see the retail Hardware merchants who some times have to work along hard lines, rewarded with that measure of prosperity which will gladden their hearts—fraternity, a delightful thing. We are enjoying it here to-day, and I say to you give to your National association all the help that it is possible for you to give. Strengthen that right arm of retail organization so that it shall become irresistable. Be utterly loyal to that association. Give great heed to its suggestions and in some way give it all the money it needs.

WEDNESDAY AFTERNOON SESSION.

Called to order at 2.15. M. L. Corey and Z. T. Miller were elected unanimously as honorary members of the association.

C. M. Hurst, Decatur, read a paper on the subject of

FREIGHT RATES,

going into details exhaustively.

Grant W. Porter, of Chicago, then read the following address on

LOCAL ORGANIZATION

which concluded as follows.

* * * * * * * * * * *

We joined the association first and did not want to see such a man as that enter, but somehow he came in and we were powerless to prevent him from coming. We meet him, talk with him over an hour on our way home, and lo! his commissioners had changed his cheese, knife was gone and he appeared and talked like any other sensible man.

We gradually find out that his opinion of us had changed. We had both taken off our goggles. We paid visits back and forth occasionally and enjoyed each other's society.

A MUTUAL FRIENDSHIP HAD SPRUNG UP

and business was a pleasure. If when our competitor seems too aggressive instead of getting mad, go over and have a quiet and friendly talk with him or meet him at the organization. Chances are he will come half way.

Don't let us blame our neighbor for what we ourselves do; don't get mad because your competitor does possibly a little more business than you do. Better your own conditions, let him alone and you will find it a paying investment.

The sooner we consider ourselves a fraternity, instead of an antagonistic individuality, the sooner will we receive the benefits of our wasting energy. A habitual fault-finder with his neighbor becomes a crank, and a crank is not much of a drawing card to any business, except possibly to the water business when attached to an old chain pump.

Our customers soon tire of harping, and without conversing with us go to our competitor to find out if our statements are true. Ten to one we are the loser. We would not be slow to notice such a disposition in our clerk nor would we be slow to remedy it.

So if we but stop and think, we can see when to trim off the barnacles and benefit ourselves and our business.

OUR ASSOCIATION IS THE BEST MEDIUM

for this, and our affiliation ought to be open-hearted, frank. Do not be suspicious and refuse to avail yourself of doing your share of the benefits because you are afraid your neighbor will know your business.

No association can benefit a member who will not avail himself of his opportunities.

No association can eliminate jealousy and establish a feeling of fraternity unless the members themselves are imbued with a desire for more friendly relations.

An association is what we make it and furnishes an opportunity for each and all of us to lay our destinies at the feet of fraternity and worship at the shrine of earnest endeavors.

Z. T. Miller, Bloomington, ex-president of the National Retail Hardware Dealers' Association, delivered an extended extemporaneous address on faulty methods of retailing stoves, which he followed by a paper entitled "A Survey." This paper was largely of a confidential character. The writer led up to the causes underlying present-day commercial conditions. These were critically analyzed and their trend was pointed out.

On motion of J. L. Smith, Chicago, W. H. Bennett was elected an honorary member of the association.

Chairman Olendorf, Centralia, of the Committee on the Location of the Next Meeting Place, delivered a report favoring Peoria.

The report was unanimously adopted by the association, and a member of the Peoria contingent promised the dealers that they would have a royal good time at that city.

The Committee on Finance and Auditing reported through M. Fahay, Decatur, that they had examined the books of the secretary-treasurer and found them correct.

The Nominating Committee reported as follows, through Chairman H. G. Cormick, Centralia:

As you are doubtless aware, President Chas. H. Williams, of Streator, and Vice-President Wm. Gormley, of Chicago, hold over for another year. We submit the following nominations for other offices:

Secretary—L. D. Nish, Elgin.

Treasurer—Geo. Engelhardt, Chicago.

Members Executive Committee to serve two years—Chas. Johnson, Peoria; F. McKenney, Rockford.

To serve one year: L. D. Ray, Belvidere.

Legislative Committee—William Hauss, East St. Louis; J. L. Smith, Chicago; Geo. Harms, Peoria; H. C. Peppler, Chicago; Geo. Churchill, Galesburg.

Investigating Committee—G. R. Lott, Chicago; T. J. Mathews, Mt. Vernon; H. Kross, Peoria; C. Robinson, Springfield; C. Mauer, East St. Louis.

Special Freight Committee—C. M. Hurst, Decatur; F. Giessing, East St. Louis; W. T. Gormley, Chicago; O. B. Kurth, Centralia; Geo. Gay, Jacksonville.

The Committee on Resolutions presented their report as follows:

We, your Committee on Resolutions, beg to offer the following

RESOLUTIONS.

ARE OPPOSED TO PARCELS POST.

Resolved, That we, the members of the Illinois Retail Hardware Dealers' Association, in convention assembled, are unalterably opposed to the bill before Congress known as the parcels post bill.

We further recommend that each member of this association who has not already done so, write a personal letter to their Congressmen and Senators asking for their opposition towards this bill.

THANKS THE PRESS.

Resolved, That the thanks of this association be hereby tendered to the trade press and city press for their courtesies and services; to the local association of East St. Louis and their efficient committee for the magnificent entertainment during our stay.

THANKS TO BOGARDUS AND COREY.

Resolved, That in appreciation of the invaluable services of President Bogardus and Secretary Corey, of the National Association, our secretary be instructed to express to them our hearty co-operation and support.

THANKS TO THOSE ON PROGRAMME.

Resolved, That our thanks be hereby tendered to the National Secretary, M. L. Corey; to R. R. Williams, and to Z. T. Miller and C. M. Hurst, and to those others who have taken an active part in our programme.

RETAILERS SHOULD BE REPRESENTED AT MEETINGS OF JOBBERS.

Resolved, That it is the sense of this convention that the National Retail Hardware Dealers' Association should be represented at each convention of manufacturers and jobbers, and that we thoroughly appreciate the courtesies already extended by these bodies.

SHOULD STUDY COMPARATIVE FREIGHT RATES.

Resolved, That it would be beneficial and advisable for the individual members of this association if they should devote some time and thought to the careful study of comparative freight rates throughout the State.

SHOULD SUBSCRIBE FOR TRADE PAPERS.

Resolved, That it would be to the decided advantage of the members of this organization for each individual to subscribe to at least one of our trade publications, and to spend some time in the study of its pages.

The following delegates to the national convention to be held in Indianapolis in March were then elected: F. F. Porter, Chicago; D. McLaughlin, Chicago; L. D. Nish, Elgin; Geo. Meyer, Peoria.

After some remarks by several of the delegates on Trading Stamps a motion was passed that the next session shall consist of three days instead of two; when the convention at 5 P. M. adjourned.

THE CANADA CORUNDUM CO.

The Canada Corundum Co., Toronto, Canada, announce that their new mill is already completed and that from now on they will be able to supply the wants of all their customers. Since the time when the Craig Mine Corundum was first put upon the market, which was about three years ago, the demand for this product has steadily increased, and last Spring they began the erection of their new plant. It is claimed to be the largest abrasive mill ever erected in any country, its capacity being from five to eight thousand tons per year of finished product. As this product is absolutely uniform, orders can be duplicated indefinitely. The company state they are now open to make contracts to furnish manufacturers with from one to three year's supply of pure Craig Mine Corundum.

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OHIO HARDWARE ASSOCIATION.

The Tenth Annual Convention of the Ohio Hardware Association was held in Cleveland during the three days commencing with Tuesday, February 23d.

The Executive Committee met at the headquarters, which were at the Hollenden Hotel, during the morning of Tuesday to arrange the routine matters necessary for the despatch of business, prepare the committees, and such other preliminary work necessary for the peace and harmony of the assembled delegates.

TUESDAY AFTERNOON SESSION.

The convention was called to order at 2.30, President W. P. Bogardus of Mount Vernon in the chair. Rev. Casper Wister Hiatt was introduced who invoked the divine blessing upon the convention proceedings.



JOHN F. BAKER, PRESIDENT.

The address of welcome which followed was delivered by his Honor the Mayor Tom L. Johnson in a happy and felicitous manner, extending a cordial welcome to the members and making them feel heartily at home. Vice President J. F. Baker in a brief but acceptable speech responded to the civic welcome and expressed the thanks of the association for the courtesies extended.

After the roll call of members, showing about 200 delegates present, and reading of the minutes of the previous convention by corresponding Secretary D. R. Burr, of Piqua, President Bogardus proceeded to deliver his annual address.

PRESIDENT'S ANNUAL ADDRESS.

For the tenth time we are gathered in convention. A decade has passed since the thirteen gathered at the Neil House, in Columbus, in the hope of accomplishing something looking to the betterment of conditions surrounding the Hardware trade. They have been ten years of progress. During this time there have been organized eighteen State associations, besides some twenty-two more associations more or less local in their character. The eighteen State associations have all been affiliated into a National Retail Hardware Dealers' Association. It was hoped that by such an organization a greater influence could be built up, and that results could be brought about better than by State associations.

AS WE LOOK BACK OVER THE DECADE OF OUR EXISTENCE

and try to sum up the results, there cannot but be a feeling of satisfaction at our progress.

During the first years of our existence a large amount of the time of your secretary and Grievance Committee was occupied with complaints of retailer against jobber, some just and soon settled, and some otherwise and very hard to get any satisfaction out of. But during the last two years the complaints have been few and far between, and all have been arranged in a satisfactory manner. The relation of the jobber to the retailer has greatly improved. There is a better understanding between jobber and retailer and complaints are much more easily adjusted.

path that at first seemed threatening. Some of the great corporations that looked so menacingly on the horizon as they came into view a few years ago do not inspire us with the same dread they once did. Their sides are shrunken, and the water that has been dripping from their sides for the last year or two has washed the glamour from the eyes of the common stockholder, and he has his experience. Prices have not fluctuated as in former years, and the steadiness of the markets has been a good thing for all of us. Speculative buying has not been as profitable as in former years, and the results of such business have been far from satisfactory. One of the great dangers that confront us is unfavorable legislation.

Socialists have sown the seed of governmental ownership of transportation facilities, and are seeking to make the government enter into competition with private enterprise. As a writer on economics very truly says, "The theory of reducing transportation charges by furnishing a commercial service at reduced rates, by means of tax-supported, government-owned facilities, in competition with private enterprise, is wholly wrong. No country in the world, notwithstanding their canal systems and State-owned railroads, has transportation facilities that are comparable with those of the United States in points of time required and charges for transportation. These facilities are



W. P. BOGARDUS, EX-PRESIDENT.

the creation of private enterprise, and are entitled to protection from, not assassination by, the government.

This Socialistic seed is bearing fruit in the shape of vicious legislation. To combat these theories and to help to create a more intelligent idea of governmental functions of our government is well within the sphere of usefulness and duty of every Hardwareman who loves his country.

The Grievance Committee report no unsettled complaints. We look for a comtinuation of such annual reports as the organization of associations continues.

THE INSURANCE FEATURE

of association work is very satisfactory. I am able to report to you that it has been a successful undertaking, and that the success it has had confirms us in our opinion of the wisdom and business foresight of the men who inaugurated and have carried it thus far so well.

During the past two years the success of the association has largely been due to the faithful services of your secretary, D. R. Burr. In season and out of season he has been indefatigable in his efforts to bring greater success to the Ohio Hardware Association.

How far his efforts have gone and what he has accomplished needs no telling by me. You can see for yourselves. But I wish to bear this public testimony to his prompt and faithful service at all times. As the years go by the work of the secretary must of necessity increase. To an active business man it is getting to be a serious burden. The time necessary to perform the duties of secretary in a satisfactory manner is a drain on our resources that few of us can stand. I refer this subject to you, that you may in your wisdom suggest some solution that will be more satisfactory than the present arrangement. I call your attention to the gradual increase of local associations of business men for mutual protection against that class of citizens who are ever ready to claim that the world owes them a living and are very prompt to demand that their claims be recognized, but are never ready to pay what they owe. I cannot but feel that the organization of such associations will accomplish what individually we never have been able to do—to collect our accounts.

With the gradual increase in our membership and a greater knowledge of our dangers and of our needs we must grow larger. And as long as wise moderation characterizes our action we must grow stronger—a power for good, a power for conserving the rights of our members and a recognition of our relations to others. So that a mutual respect and confidence will be established between us and our friends the jobbers.

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To do this means that we all must work. A large membership upholding the officers will bring permanent prosperity. A courage and power is put in the hands and hearts of the officers when they feel that the members approve their actions and are backing them up in their endeavors to advance the interests of the Hardware trade that nothing else will do. We all have an individual work to do. We have a competition that is relentless, whose motto is "Conduct your business as if you were running a store to put your competitor across the street out of business." We need not only every association but every individual to realize the importance of the work, and the necessity of meeting such competition with a determination to stamp it out as far as possible. It may cost us something to do this, but we have learned are this that things that have value cost something to get. If the retail dealers will meet the issue squarely as it comes, in relation to the catalogue houses, then the time is coming when the catalogue houses will lose their power, and people will find each year less reason to patronize them. Organized work supplemented by individual effort will accomplish the things we desire. And now we may properly invoice our progress and determine the value of our association work and what it has done for us. Our stores are in better shape; we have more system and greater cleanliness and order. We are taking more pride in the display of our goods. New ways of keeping and showing our stocks have been adopted. There is greater taste in window display, more orderly ways of keeping our catalogues, and improved ways of keeping our accounts. These and much more can be fairly charged to the credit of the association. The work of the association has been greatly helped by cordial and loyal support of the trade papers. To them we owe much. They have been our prudent and judicious friends, and their counsel has been invaluable. Our invoicing of the value of our association is over. The profit of the investment has been, I hope, clearly shown, and we start on another year with hope in our hearts and a strong determination to make a success of the business we have chosen for our life work.

Secretary Burr read the report of the Financial Secretary W. C. Jones which showed a balance of $236.38 in addition to which $419.44 loaned the Fire Insurance Company is due. Secretary Burr then presented his report as corresponding secretary from which we take the following:

* * * * * * * * * * *

At the close of our ninth annual convention, our membership showed a small increase and this time we have in a paid-up membership, a gain it is true, but not as large as we had hoped for. That we need members is very evident; that by having a majority of the dealers of this State as members, we can command more respect and attention from manufacturers and jobbers than at present, is not questioned. Now we have before us the question, "How shall we obtain additional members?" If we had more parcels post bills to contend with we would get them. This bill, to which this office has devoted considerable time, has increased our membership some twenty-five or thirty new firms. That the bill itself is responsible for these new members has been demonstrated to us by the fact that these new members have come in in answer to appeals issued by this office and by using the proposed bill to show one of the great troubles we have to contend with.

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CANNOT BE REACHED BY PERSONAL CANVASS.

We are satisfied from our experience in the past two years that a great percentage of the Hardware dealers in this State cannot be reached by personal canvass. That the individual members of this association could do more good by personal canvass of their neighbor than any number of letters written by this office, we are quite certain. Do not expect your officers to do it all. We are glad to say in this respect, however, that some of our members during the year just closed have been a great help to us in this particular. We also wish to make note of the help contributed by the traveling salesmen, representatives of the different jobbing houses throughout the State, they having also contributed information by which we were able to get new members. Your secretary at all times is willing and anxious to receive your ideas and advice on any of the different lines of work that come under this office. We have obtained this year, through direct influence of letters sent out by this office, from twenty-five to thirty new members.

That "in union there is strength" is proven by the advance in prices catalogued by the mail-order houses. It is your duty to obtain one of these mail-order house catalogues and report any exceedingly low prices which you find quoted therein, to your secretary, who will be only too glad to take the matter up with the national body, where, you may rest assured, it will be taken care of.

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There is time devoted to the business of this association at the expense of personal business affairs and I hope that you will allow me to suggest the change which I mentioned in my report last year regarding the combining of this office with that of secretary of the insurance company if it can be so arranged, and we see no reason why it cannot. Other States have this arrangement and find it a successful one, the incumbents receiving a salary sufficiently large to require that he devote his whole time to the work of the combined office. I trust that some steps in these regards will be taken during this convention.

R. R. Williams, Editor of *The Iron Age*, being present, was called upon by the president to address the convention which he proceeded to do in a happy and eloquent manner, the subject being one with which he was fully conversant and felicitous in his delivery. His remarks were listened to with every evidence of appreciation, which was followed by the following resolution being introduced by Mr. Baker and carried by a rising vote:

Resolved, That our thanks be tendered to Mr. Williams for the courtesies and greetings he has brought to us from the associations of New York and Pennsylvania, and that now as he continues on his journey to the associations of Illinois, Missouri, Minnesota and New York, he present to all of these associations our hearty fraternal greetings and our best wishes for their continued growth and success.

The President then appointed the following committees:

Resolutions—Mr. Jacobs, Youngstown; E. C. Smith, Garretsville; Kramer, Dayton.

Nominations—J. P. Duffy, Greenville; Ingalls, Bryan; D. A. La Favre, Greenfield; Bobinger, Cincinnati; Getz Kent.

Question Box—Brobst, Findlay; Hatfield, Troy; Horn, Greenville.

Laws Relative to the Hardware Trade—H. C. Wiseman, Springfield; Thomas, Galion; H. P. Fribley, New Philadelphia.

On Memorial—T. J. Waller, Youngstown; A. R. Kanney, Green Springs; L. F. Stahler, Waverly.

Captain J. H. Hauke of Wooster, 87 years old, and "Still in the Ring," having been over sixty years actively engaged in the Hardware business, spoke briefly about the trade and its allurements, and was very warmly greeted.

The Cleveland Builders' Exchange in a letter read by Secretary Burr offered the freedom of their rooms to the members of the association during their stay in Cleveland.

J. S. Brainard, of the Johnson & Jennings Company, Cleveland, addressed the convention on "Trade Relations Between the Retailer and Manufacturer."

C. A. Hutsinpillar then read a very interesting and instructive paper on

THE PARCELS POST

from which we make a few excerpts

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The effect of such a law is beyond the calculation of man and almost beyond his contemplation. It certainly would revolutionize the whole system of business and would be the death knell of the retail house generally and in a measure the depopulating of towns and villages, the natural effect of destroying the retail business. The jobbers must rise or fall with the retailers.

With present conditions the ratio of success is largely against the retail dealer and the effect of this law would be to transfer very much of the transportation to the mail service, which is the same for long or short haul, and therefore the business would go to the large cities to the catalogue houses.

When you contemplate the articles in the Hardware line that can be mailed, you cannot doubt the statement made. Picks, mattocks, sledges, saws, squares and hundreds of articles that are now shipped only by freight, except in emergencies, and the transportation charges on single articles increasing the cost so much to the consumer that it gives the retail merchant an advantage, enabling him to compete with the catalogue houses, all these would be mailed at trifling cost, and catalogue houses will get the business.

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The bill has a still deeper meaning; it is a long stride toward that most pernicious principle, paternalism. There already exists in the minds of our young men an idea that the public dollar is more valuable than one from private channels; there is a pervading idea with young men (and a politician never feels old) that they can be of much service to their country by accepting "place," and linked with this idea comes its twin brother that the government should show its appreciation by keeping them "placed."

This bill, made a law, must necessarily largely increase the number of salaried employes and promote the growth of the idea that the government in a measure should provide for our young men, and as this law would necessitate a "hurry call" for thousands to come to the government to dispose of the merchandise offered for transportation, the idea would be prevalent that the government can provide for all the unemployed, and this is paternalism in pure and simple. Down with paternalism; make only such laws as give every man a chance to care for himself—a good man needs only a chance.

Daniel Stern, of *The American Artisan*, followed with a brief speech on the same subject.

The Question Box and contents engaged the attention of the delegates after which adjournment to Wednesday afternoon 2 o'clock.

WEDNESDAY AFTERNOON SESSION.

Convention called to order at 2 o'clock. George M. Gray, Secretary-Treasurer of the Ohio Hardware Dealers' Mutual Fire Insurance Company, made his report which was a most complete and exhaustive one, and appealed to every one present.

Mr. F. A. Bare, of Mansfield, made a report as delegate to the National Convention, in the course of which he said:

REPORT OF NATIONAL DELEGATE.

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NATIONAL ASSOCIATION IS GROWING RAPIDLY.

The National Association is growing rapidly. In addition to the States already affiliated the National Secretary held letters from the States of Washington, Tennessee, Alabama, California, New Jersey, Texas and Vermont, indicating that they would soon make application for membership.

The vast value of the National Association has been demonstrated in the work done in inducing prominent manufacturers to refuse to sell catalogue houses.

In many of these cases State Associations made the effort, often failing to get even a hearing. But the National, in nearly every instance, commands a successful hearing.

Eleven State secretaries were present and held a State secretaries' meeting.

They recommended a plan whereby dates for State conventions could be so arranged as to avoid conflict in meetings. Under the present

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system trade papers are sometimes forced to report as many as three or four conventions in one issue. A different plan would obviate this difficulty, and would at the same time enable the National President and Secretary to attend more State conventions. As their presence is always an inspiration, it is to be hoped this recommendation of the secretaries will be favorably received by the various State conventions.

The matter of reducing national dues caused a long discussion, the States with larger membership usually favoring such reduction, the States with smaller membership opposing. It was finally decided unwise to reduce dues at this time.

NATIONAL INSURANCE.

The question of national insurance came up for long and careful consideration, ending in the appointment by the chair of Miller of Pennsylvania, Lewis of Indiana and Ladner of Minnesota, a committee to organize a National Insurance Association. The result of the work of this most excellent committee is well known to you all.

That part of the session devoted to selecting the next meeting place was decidedly full of life and action, resulting in choice of Indianapolis over Minneapolis, Milwaukee and Chicago.

Do you receive the National Bulletin? If so, do you read it? If you do not get it notify your State Secretary, or the National Secretary, as you are entitled to a copy of every issue of this valuable publication. It keeps you in touch with what is going on in the Hardware world.

Few of us realize what can be done by the retail Hardwaremen of the United States, if we organize and work.



Dwight R. Burr, Ex-Secretary.

TO WHOM NATIONAL SUCCESS IS DUE.

The remarkable growth and power of the National Retail Dealers' Association is due largely to the devoted efforts of our ex-Presidents Miller, Lewis, Cormick, and our President Bogardus.

When we know such men, we are not surprised that the National Association is a success. But we are surprised that every Hardwareman in the United States does not get into line with the National by joining his own State Association. Still greater is our surprise that in the great leader State of Ohio, there should be a single Hardware dealer who is satisfied to do business without membership in his own State Association.

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C. S. Johnson, of Barberton, read a paper on

SYSTEM IN A RETAIL HARDWARE STORE

which was treated in a way to appeal to the dealer whose ambition lies in that direction; going into details that would facilitate the work.

The Question Box was again taken up and a general discussion followed the treatment of its contents.

The Association adjourned until 9.30 Thursday morning.

WEDNESDAY EVENING

was devoted to a banquet in the Cleveland Chamber of Commerce Hall, about 400 participating in the delightful function, which was assisted by the music from an excellent orchestra.

President W. P. Bogardus, of Mt. Vernon, acted as toastmaster, and about him at the toastmaster's table were seated the speakers, Rev. William Gaston, pastor of the North Presbyterian Church; Vice-President J. F. Baker, of Dayton; Secretaries W. C. Jones, of Columbus, and D. R. Burr, of Piqua; J. P. Duffy, of Greenville; N. D. Chaplin, chairman; W. N. Bowler, secretary, and J. Q. Riddle, treasurer, all of the local committee.

THURSDAY MORNING SESSION

was called to order at 9.30 with the president in the chair, with a full attendance of delegates. A. C. Wiseman, chairman of the Committee on Laws Relative to the Hardware Trade, made his report. On motion report was received and adopted.

The secretary read the following report of Memorial Committee, reporting the death of two members—Mr. Cantwell, of Kenton, and I. E. Pierson, of Greenville. The committee recommended the adoption of the following resolution:

Resolved, That we have lost, in Mr. Cantwell and Mr. Pierson, valued and honorable members of the Ohio Hardware Association, and the Hardware trade of Ohio deeply mourn their loss. Be it further

Resolved, That these resolutions be embodied in the minutes of our annual meeting, and a copy be forwarded to the families of the deceased.

T. J. Lawler,
L. F. Stahler,
Committee.

On motion, duly seconded, the resolutions were adopted.

John F. Baker, of Dayton, read a paper on Advertising, under the head of

DOES IT PAY?

from which we select:

In reading the reports of the annual sessions of the various State Hardware associations I have been somewhat impressed with the number of papers on advertising. The reading of them has not been without profit, and while I am not now, nor ever have been, an enthusiast on the subject of advertising, I have been greatly interested, and have adopted some of the suggestions. I note, however, that the writers do not agree on any particular line of advertising. The opinions are as many as the writers, some using the newspapers, others the mail, while others, who have no use for the press or Uncle Sam, have ideas



L. F. Stahler, Treasurer.

which they claim are far superior to any they have ever heard. In very few, however, have I yet to learn that

A PLEASED AND SATISFIED CUSTOMER

is the best advertising medium. It goes without saying that the essayists, knowing this to be true, accept it as a fact, and do not attach the importance to it that the writer of this paper does.

In all the years that I have been engaged in business I have held the idea that a customer who was pleased and satisfied was not only a good advertiser, but also a walking advertisement; hence, all my energies have been furthered in this direction. Imbued with this idea, I have made it a study, made it a part and parcel of my business, and carried it to this extent, that we have an unwritten law in our place that whoever shall enter the house must, if possible, go out of it with a smile on his face. I require and expect

THREE THINGS OF A SALESMAN

when he enters my employ; he must be honest, quick and polite. If you can think of any other requirements, they are all comprehended in these three. As a rule, I think the average merchant is satisfied if the applicant possesses only the first essential, while some might require the two first mentioned, but I have always considered the last named requisite fully as important as the first two; and yet, if a good salesman were honest and polite, I should at once give him a trial, although these be days of activity and the times demand haste.

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I have repeatedly gone out of my way to purchase my wants or necessities from those who seem to appreciate it. I do not want any salesman to fawn or palaver over any purchases I may make of him, but I think he should manifest some interest in the transaction, and do it in a civil manner; for this reason I have, as I said before, gone out of my way to trade with people who are courteous, and will pay a trifle more for the article I buy rather than purchase at a lesser price and have a surly salesman attend to my wants.

I DO NOT KNOW OF ANYTHING THAT PAYS LIKE POLITENESS.

It costs nothing, but it pays marvellous dividends. Therefore, it behooves us to be just to all alike, since it is surely the part of wis-

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dom to treat with unfailing civility all who enter our places of business, in whatever relation they come to us.

In conclusion, may I say, if, after hearing the foregoing, you decide the writer to be a pattern of politeness and civility, and that his store, with his clerks, must be an idealistic one, then I say to you that your diagnosis is at fault, your conclusions are wrong. But this we do say; we endeavor by courteous treatment to so influence all who come into our place of business that when again they are in need of such goods as we carry, intuitively their thoughts revert to our store.

The Committee on Nominations presented their report recommending the following members for election as officers for the ensuing year:

President, John F. Baker, Dayton.

Vice-President, C. S. Johnson, Barberton.

Corresponding Secretary, Frank A. Bare, Mansfield.

Financial Secretary, W. C. Jones, Columbus.

Treasurer, L. F. Stahler, Waverly.

Executive Committee: One year to fill vacancy of F. A. Powers, of Norwalk, John C. Fuhr, Williamsburg; two years, John Kramer, Dayton; C. W. Jewell, Utica; W. A. Perry, Zanesville; Frank W. Ingalls, Bryan.

Delegates to National Convention: George B. Meyer, Cincinnati; Frank Briggs, Delta; C. A. Hutsinpillar, Ironton; F. A. Bare, secretary, Mansfield. Alternates: Mr. Jacobs, Youngstown; A. M. Glockner, Portsmouth; John Plummer, Bellefontaine; B. O. Thompson, Cambridge.

The parties above named were unanimously elected.

J. C. Fuhr, of Williamsburg, read a paper on

ADVERTISING A RETAIL HARDWARE STORE

which was listened to with every mark of approval.

The Committee on Resolutions presented the customary series of resolutions, returning thanks of the Association to all those who were instrumental in making the proceedings interesting, harmonious and profitable. The report was adopted unanimously.

The report of the Nominating Committee was agreed to and adopted unanimously, the gentlemen named being declared elected for the ensuing year.

President Bogardus then said: I do not know any man in the Ohio Hardware Association that I would sooner see president than John Baker. I have known him for ten years as a hard-working, earnest, faithful, interested member of this association. I think the honor comes to him properly. (Applause.)

Mr. Baker replied: Gentlemen, I am not unmindful of the honor. To be president of this association is an honor. I did not seek it. I refer to my friend Mr. Duffy to prove that I fought against it. If you will give me the support that you have given Mr. Bogardus we will try to make the association a success. Do not depend on the officers. There are four things that I would like for you to remember as friends of the association: First, believe in it; second, think of it; third, talk about it; fourth, work for it. (Applause.)

Mr. Baker, the newly-elected president, in a felicitous speech, nominated Dayton as the next place of annual meeting. No other place was nominated, and on motion, duly seconded, Dayton was unanimously selected as the place for holding the next annual convention.

Thereupon the tenth annual convention was declared adjourned *sine die*.

WHAT CONSTITUTES A GOOD SALESMAN.

While there are, of course, many points which go to make up a good traveling salesman, there seem to me, however, to be certain ones which are most necessary. The following are, in my opinion, some of the essentials which every good commercial traveler should possess:

First, last and always a salesman must be a gentleman in every sense of the term. He must be thoroughly kind-hearted, for the reason that a man of an unsympathetic nature does not know how to sympathize with others, and unless you are able to comprehend the feeling which animates another you are, of course, at a loss to know how to deal with him. A salesman must be at all times considerate of others' feelings, and lastly of his own.

He must be able to win the confidence of a customer and be entitled by reason of his actions to the regard and esteem of his house.

He must carefully avoid anything which savors of trickery or unreliability.

He must never promise, or a lead a buyer to expect, any concessions or conditions which will not be fulfilled to the letter.

When it comes to the question of work a successful salesman must consider that his day's work is complete only when he has seen the last man that he ought to have seen.

He must plan his route so as to save as many men each day as can well be handled, taking all time necessary with each man, but wasting no time with anyone.

During business hours the salesman should keep his mind on business matters only. His eye should be open to observe anything pertaining to his line, and his tongue should be silent on all matters that may give pointers to his competitors.

Above all things, the successful salesman must be a good reader of human nature. To do this requires that he continually train himself until it becomes second nature for him to mentally compare everyone he meets with some one whose characteristics are more nearly represented by the particular person he is presently "sizing up."

A salesman must be able to reverse positions with the buyer, and look upon the question from the point of view that the buyer has a right to, thus being able to forestall any and all arguments which might be brought out by the buyer, and save the salesman from finding himself in a trap from which there would be no egress except acknowledgment of defeat.

The successful salesman never leaves the buyer under any condition except in a pleasant frame of mind, and he is extremely careful never to tell the buyer that he is at fault except in such a way as will be readily seen but not felt by the buyer.—W. S. Quinby in *Salesmanship*.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED FEB. 22, 1904.

358,022. MINCING KNIFE, Gilbert J. Dickson, Albany, N. Y.

358,186. TUBULAR LANTERN. Emile Boesch, San Francisco, Cal.

358,206. FURNITURE CASTER. Lyman T. Lawton, Meriden, Conn.

358,218. COMBINATION LADDER, ETC. Isaac E. Pearsall, Troy, Bradford County, Pa.

358,278. DOOR SCREWER. Frederick C. Kirchner and William H. Washburn, New York, N. Y.

358,301. MOP WRINGER. Wm. Sellers, Haverhill, Mass.

358,049. CARPET FASTENER. Minnie B. McCastline, Geddes, N. Y.

PATENTS ISSUED FEB. 23, 1904.

752,656. LIFTING JACK. Fitzgerald V. Dalton, St. Neots, England.

752,679. COMBINED MOP AND WRINGER. Edward Hilker, Chicago, Ill.

752,725. WHEELBARROW CONSTRUCTION. Geo. G. Tieman, Chicago, Ill.

752,786. FISH LINE REEL. Albert E. Leaver and William H. Leaver, Chicago, Ill.

752,803. NOZZLE FOR SPRINKLERS. John D. Ross, Los Angeles, Cal.

752,879. CLAW HAMMER. Ezkiel A. Ashland, St. Albans, Vt.

PATENTS EXPIRED MAR. 1, 1904.

358,540. NAIL EXTRACTOR.. George J. Capewell, Cheshire, Conn.

358,544. COMBINED WIRE CUTTER AND SAW. Charles W. Collyer and William C. Collyer, Lynn, Mass.

358,613. DOOR HANGER. Albert J. Ives, Aurora, Ill.

358,676. FASTENING FOR DOOR MATS. Leach King, Newark, N. J.

358,683. PUNCH. Michael Marcil, Amherst, Mass.

358,716. FASTENING DEVICE FOR SKATES. Everette H. Barney, Springfield, Mass.

358,751. SAFETY RAZOR. Gustavus Rein, St. Louis, Mo.

PATENTS ISSUED MAR. 1, 1904.

753,349. LOCK FAUCET. Burwell R. Bacon, Frankfort, Ky.

753,374. WRENCH. Allen De Vilbiss, Jr., Toledo, Ohio.

753,479. DEVICE FOR ADJUSTING WINDOWS. Axel F. Enquist, San Francisco, Cal.

753,593. FOUNTAIN MARKING DEVICE. John E. Langill, New York, N. Y.

753,609. KNIFE AND FORK CLEANER. Edward F. McDonough, Reading, Pa.

"I heard to-day that your son was an undertaker. I thought you told me he was a physician."

"Not at all. I said he followed the medical profession."

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THE MISSOURI RETAIL HARDWARE AND STOVE DEALERS' ASSN.

The sixth annual meeting of the Missouri Retail Hardware and Stove Dealers' Association was held in St. Louis on February 24 and 25.

The convention was called to order in the parlors of the Missouri Athletic Club.

TUESDAY MORNING SESSION.

The president called the convention to order at 10 o'clock. R. H. Mayer, president of the St. Louis Retail Hardware Dealers' Association, welcomed the assembled delegates in a brief address.

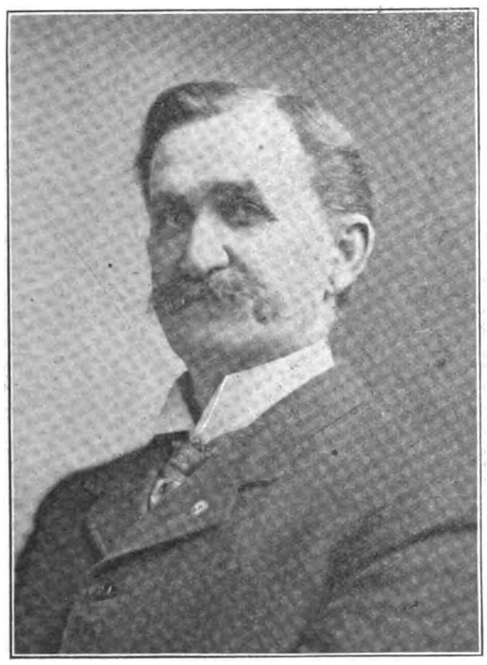
The address of welcome was responded to by Taylor Frier, president of the Association, in a fitting manner giving the assurance that the cordial and appreciative reception was fully enjoyed.

The president then announced the appointment of the following committees:

Press—E. A. Demeter, Macon; Mr. Berry, Trenton; Mr. Betts, Lebanon; F. Neudorff, St. Joseph.

Resolutions—J. L. Phillips, Bethany; O. W. Johnston, Marshal; F. Neudorff, St. Joseph; F. A. Birge, St. James.

A recess was taken to permit of the payment of dues and to give the members a chance to shake hands and renew the acquaintanceships



TAYLOR FRIER, PRESIDENT.

of the previous conventions. After a few interchanges of compliments between members and guests, President Frier delivered his annual address. We make the following extracts:

PRESIDENT'S ANNUAL ADDRESS.

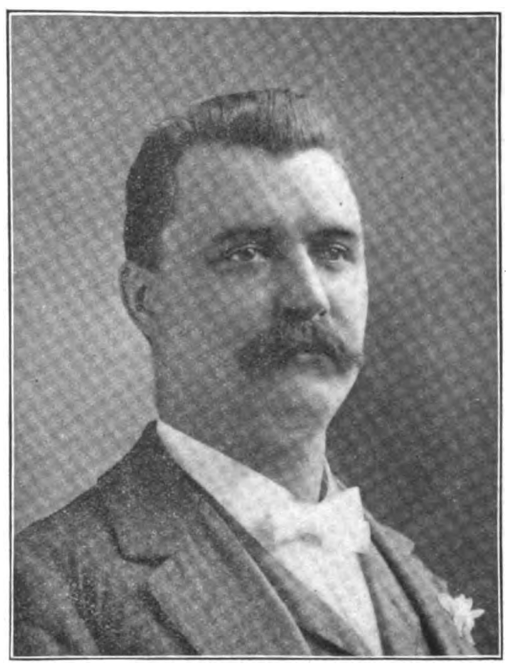
To the Officers and Members of the Missouri Retail Stove and Hardware Dealers' Association:

Gentlemen:—I greet you to-day at this our sixth annual convention with a growing confidence in the ultimate stability and success of our association, and congratulate you upon the fact that we are, in my judgment, on higher ground than at any time since our organization. The year 1903 has been a momentous one to our association. There is no such thing as standing still and progressing at the same time, so your officers and executive committee marching hand in hand, and working harmoniously together, have tried to fulfill the expectations of the members in trying to arouse an increased interest among the dealers of our State in association work and in carrying out measures adopted at your last annual convention, looking to the advancement and perpetuity of our organization.

As to whether we have made any progress, you can determine from the detailed reports which will be presented by your worthy secretary-treasurer and executive committee. In making this address, my purpose is to present to you a brief, yet comprehensive statement of the work that has been done in behalf of the association during the past year, and recommend to you some suggestions which, if adopted by you, the legislative body of the association, will insure for it greater prosperity than it has yet experienced since its organization. As already indicated, the association was organized six years ago, and during that time organized effort has been strenuously advocated, and adopted by the manufacturer, jobber, retail merchant, mechanic and laborer the world over, and yet the large majority of the stove and Hardware dealers of our State do not seem to have caught the spirit, judging from the fact that the appeals made by your secretary through the trade papers and by mail have not been responded to. Notwithstanding this fact, your officers have not faltered in their determination to eventually place upon the banner of this association the word success. The report of your secretary will show the largest membership at the close of the year that we have ever yet enrolled.

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Another item of paramount importance to our association is the question of increasing the membership. As individual members, we should not be satisfied with a membership of less than 500 when we meet again one year hence. And I want to say to you now that if each member present to-day will constitute himself a committee of one to see that every dealer in his town or locality shall become a member of our organization, this result will be realized. There is no reasonable excuse why any of the 1,000 or more live and aggressive dealers of our State should not become members of the Missouri Retail Stove and Hardware Dealers' Association, and it is incumbent upon you to enact legislation that will encourage and bring about this result. There is power in numbers; yes, wonder working power, and may I appeal to every member here present that he now pledge himself that during 1904, he will earnestly co-operate in every way pos-



E. L. WACHTER, VICE-PRESIDENT.

sible with your officers. If you will, I do not hesitate to predict that you will more than double your present membership.

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This was followed by the annual report of Secretary Neudorff.

THE SECRETARY'S REPORT

was in part as follows:

Gentlemen:—In submitting my third annual report, I wish at the outset to thank our worthy president and the members of the Executive Committee for their unvarying kindness and loyal support to what was deemed the best interests of the association, serving wholly without compensation, except the gratification that comes with all efforts to do good, they have given their time and thought freely to the cause and deserve the grateful acknowledgement of the retail Hardware interests. Mistakes of judgment have been made, but these are wholly the fault of the secretary and he should bear the criticism alone.

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The members of the Executive Committee, realizing the necessity of adding some direct personal benefit to strengthen the bonds of membership, have for two years labored strenuously to perfect a Mutual Fire Association for our membership, which in its operation would relieve us from the exhorbitant rates of the insurance trust, and which, under the beneficent and stringent insurance laws of our good State, would afford the maximum of security at the minimum of cost. To this end the secretary made a complete compilation of the laws of the State relating to this subject, and after referring the same to the supervision of one of the ablest attorneys versed on this subject, it was sent with a reply postal card to every dealer in the State. The response to this letter was so meager as to create astonishment, and another postal card was sent out inquiring as to the receipt of the letter, and requesting an answer of some sort; of 1,150 sent out not over 75 replied. This was a most disheartening experience and I was desirous of throwing down the work, but was prevented by the president.

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In concluding my report, permit and pardon the following reference to the work accomplished. When I undertook this work devolving upon your secretary, I, nor any of the officers had any idea of the worse than chaotic conditions we had to build the work upon. At first we were practically lost in trying to get the tangled ends together, and some of them were so badly frayed that we may never receive the full use of them. The second year we got the affairs on a systematic basis and commenced to show some results. The third year I am gratified to say we have proven our right to your support by results attained. From a condition of practical debt and no safe membership, we have now a strong, virulent, aggressive and loyal membership, the largest we have ever had. In finances we are on record with the largest resources we have ever had, and we will at this meeting, I trust, furnish the incentive to plant the association on a foundation as solid as the rocks of Gibraltar. As stated before, I am grateful for the considerate support of our worthy president and executive board for meeting all suggestions for the forward movement of the association with their hearty approbation and loyal good will. We have been a unit, association members and officers alike, and we will now receive the reward of patient, self-sacrificing effort.

TUESDAY AFTERNOON SESSION.

After being called to order at 2 o'clock, O. W. Johnston, of Marshall, read an interesting paper on

SUCCESSFUL ADVERTISING

from which we extract the following:

I would like to state right here from the standpoint of a retail Hardware dealer, that I consider the regular trade papers the best advertising medium for the manufacturers and jobbers.

While

I BELIEVE IN NEWSPAPER ADVERTISING,

backed up by attractive and often changed show windows, clean stock, efficient and courteous salesmen, is the most effective advertising, I recognize that there are many other good methods of advertising that are profitable.

While the newspaper ad is good in all communities and under all conditions, other advertisements are not. A scheme that would be a success in one locality would fail in another. It might be successful under certain conditions and under different conditions be a failure in the same locality. So on the special line of advertising, the methods and means must be determined by the individual dealer. While there is no doubt but that each one here would judge rightly and get good returns from all special advertisements, still if there is one in this number who does not advertise at all I believe it would pay him to accept every scheme presented, hit or miss, rather than not to advertise at all.

It has been truthfully said that "advertisements at best are nothing but statements of what a business man has to offer," and the amount of credit that is given to this statement will depend upon the reputation of the firm that makes them. It is taken for granted that all Hardware dealers are building their business reputation upon the solid mud-sills of honesty, business integrity and fair dealings, having for their chief corner-stone those triple virtues, knowledge, tact and eternal vigilance, placing over the main arch the golden rule, that magnetic keystone that will bind all hearts to ours so long as we practice its precepts. To such a firm judicious advertising will always bring good results.

At the conclusion of Mr. Johnston's address, a discussion ensued regarding the troubles and difficulties connected with the selling of stoves, which was participated in by the President, Secretary Neudorff, Mr. Shoop, J. C. Webber, of Clayton, and several others. The argument was concluded by the reading of a paper on the subject, prepared by F. P. Haus, of the Charter Oak Stove and Range Co., who criticised the dealer for throwing all the blame on the manufacturer when he failed to placate the customer; concluding with the following:

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A WORD AS TO SELLING A STOVE.

If a man comes in with his wife always try to please her and sell what she wants, not him, because if she is not satisfied in the purchase, you have sold a stove that is sure not to work. Another thing, try and find out how much money they have to buy with, especially if you do not want to credit them for part or all of the purchase. There is no use of showing or talking a $30 stove to a party who have only $10 to buy a stove with and are N. G. for balance.

Mr. McLaughlin, of Chicago, representing the Illinois Association, appeared here as a delegate from his association to ascertain if it were possible for the two associations to arrange for a joint meeting.

The President appointed J. W. Poland, Fred. Neudorff and F. A. Kansteiner a committee to confer with the delegation from Illinois.

E. E. Demeter, of Macon, then read a paper on

HOW BEST TO MEET DEPARTMENT STORE AND CATALOGUE HOUSE COMPETITION.

He said in part:

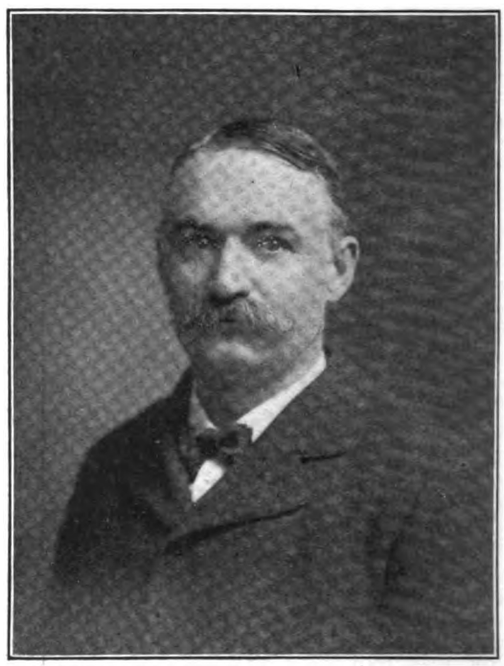
The subject should be thoroughly understood and handled diplomatically. You cannot afford to ignore the situation nor sit idly by and see a portion of your neighbors buying from foreign sources. You cannot afford to antagonize the wayward consumer until you have tried every method to convert and reclaim him. You cannot afford to allow the mail habit to grow in your community. It is a disease contagious and dangerous. You cannot enforce a quarantine, so you should seek a cure.

THE COMMON SENSE REMEDY

is, whether it means loss or gain, cash and freight considered, "meet the price." Very good advice indeed. Now for some of the "buts" and "ifs," and "ands." First, is the country retail merchant in a position where it is possible for him to follow this advice? I speak, of course, of the Hardware retail merchant; for we seem to be the especial victim, as it were. Mr. Corey, in the National Bulletin, makes this statement: "Careful examinations prove that about ninety (90) per cent. of the catalogue house leaders are selected from Hardware and kindred lines; that especially well known and meritorious are very desirable for cut-price attraction." This is sad, but true. Mr. Corey also urges the jobbers and manufacturers who sell to the retail merchants at such a price that will enable them in turn to meet the catalogue house price. This seems to be the root of the evil after all. Any merchant would be glad to meet a price if he in the first place was not compelled to pay more than the quoted catalogue price.

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Another remedy which has been suggested is that of co-operation. We are told that "co-operation is the solution of the difficulties confronting the retailer to-day. Co-operation is the breastwork which must surround us if we would withstand the onslaughts of adverse interests." This to a certain extent is quite true, and while we do not believe it is quite the "solution of the difficulties confronting us," still "in union there is strength." The old adage is as true to-day



FREDK. NEUDORF, SECRETARY.

as ever, "United we stand, divided we fall." Intelligent, active co-operation would do a great deal for the retail dealer. Hence the great good the association can do for us.

A discussion followed the reading of this paper in regard to the proper way to attack the catalogue house competition, in which the following took part: M. L. Corey, of Argus, Ind.; President Frier, Mr. Bentley, of Hannibal, and others.

A paper prepared by Milton A. Wengert on

THE VALUE AND BENEFIT OF THE GARNISHMENT LAW

was then read, in which he said:

The value and benefit of the garnishment law depend very much upon the locality in which it is enforced. In territory where no organized body of merchants exists the law is practically without either value or benefit. The retail merchant very seldom takes the initiative in its enforcement. Shrewd lawyers and sometimes unscrupulous collection agencies get the most benefit of the law. This is rather the fault of the retail merchant himself than any defect in the statute. If the law should be repealed as the result of its abuse the retail merchant will have no one to blame but himself. In our larger cities, where the power of the organized merchant is brought to bear, its value and benefit are undoubted and very tangible.

In Kansas City, where I reside, the enforcement of

THE LAW HAS BEEN GREATLY STRENGTHENED

by employers of labor requesting that their employees pay their just debts and not bother them with garnishment proceedings. The records of the justice courts show that a large majority of suits for garnishment are settled out of court. But very few instances have occurred in our city where direct suits for garnishment by attachments have been instituted. The most popular and almost universal method for the enforcement of the law is to first sue and get judgment. This costs $3. The judgment holds good for three years, and may be revived each three years indefinitely, and garnishment proceedings can be instituted at any time. With the judgment hanging over the debtor, it is not difficult to induce him to pay and save further costs of $2.35 on each garnishment. A vast majority of suits thus brought are successfully collected.

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The records of some collection agencies show that retail merchants outrageously abuse the credit system. The same records also show that

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retail merchants who systematically and persistently push their collections lose very little money. It might not be a bad idea for our State association to either institute a system of collection for its members or to appoint a conference committee to confer with the State retail merchants' associations and other similar parties and try to unite upon a common system applicable to all. As a rule State associations lack the money, men and method to successfully initiate a system of their own. This is partly responsible for their being victimized by outside irresponsible collection agencies. The State Retail Merchants' Association will hold its annual session in St. Louis next July. A committee with power to meet with them might accomplish good results.

Secretary Neudorff read a paper on "Status of Mutual Fire Insurance as Affecting Our Association." He urged the formation of a M'ssouri Mutual Fire Insurance Company, saying the laws in the State favored such an association more than the laws of Minnesota, where such a success had been made of mutual insurance. He referred to the annual issued this year as containing all details and figures necessary.

The convention then adjourned until Wednesday morning.

WEDNESDAY MORNING SESSION.

It was nearly 9 o'clock before the members were called to order.

A letter was read from the Merchants' Mutual State Association, asking for a conference committee for the purpose of joining together in the matter of making collections. It was referred to the executive committee, who later reported favorably.

Secretary Neudorff reported that $31,000 insurance had been pledged towards establishing a mutual insurance company, and about fifty policies of $2,000 each were needed. A number of additional subscriptions were received and the matter discussed at length.

REPORTS OF COMMITTEES.

The Auditing Committee reported finding the books of the secretary-treasurer correct.

A letter was received from the New York State Retail Dealers' Hardware and Stove Association, introducing R. R. Williams, editor of the *Iron Age*. Mr. Williams was introduced, very enthusiastically received, and spoke words of encouragement to the members present. He brought greetings from New York and expressed his personal gratification at meeting the members. Mr. Williams' remarks were most attentively listened to and very warmly applauded.

George A. Bond, president of the Missouri Retail Merchants' Association, of Kansas City, addressed the association on the benefits of being united.

ELECTION OF OFFICERS.

The following officers were elected unanimously:

President—Taylor Frier, Louisiana.

Vice-President—E. L. Wachter, St. Louis.

Executive Committee—W. T. Shoop, Richmond; J. W. Poland, Carrollton; F. A. Kansteiner, St. Louis.

Trade Abuse Committee—O. W. Johnston, Marshall; H. J. Brunner, Kansas City; J. A. Pauly, St. Louis.

Auditing Committee—J. G. Weber, Clayton; A. Steinmeyer, St. Louis; G. L. Phillips, Bethany.

The selection of the next place of meeting was left with the Executive Committee and an adjournment was taken to meet in East St. Louis with the Illinois Association

SURE HATCH INCUBATOR CO.

THE SURE-HATCH INCUBATOR COMPANY, Clay Center, Neb., and Indianapolis, Ind., have issued their annual catalogue, the cover of which is very unique, representing a primitive looking child (though she must be up-to-date) drawing on a slate a picture of an incubator. The book is artistically arranged and is thoroughly illustrated, making a bureau of information on brooding subjects. Included in the contents are incubators, brooders, regulators, safety lamps and also supplies for poultry dealers, among which are thermometers, green bone and vegetable cutters, H. M. Sheer Co.'s double disc wafers, egg testers, Sheer's poultry punches, Eureka and Oakes hydro-safety lamps, Sheer's caponizing sets, etc., etc.

The company call attention to the fact that any one can operate a Sure-Hatch incubator, as they are very easy to manipulate. The many testimonials contained in their catalogue is proof positive that their incubators are giving satisfaction, and that they will hatch strong, healthy and vigorous chicks. A specialty of the company is the Sure-Hatch Double Decker Incubator, which is made up of two 100 egg machines, and are made in rights and lefts to avoid having one lamp over the other. The machines are valuable, and they state it is a known fact that they can control the temperature and ventilation in a smaller sized egg chamber better than in a 200 egg machine. They are convenient, occupying a floor space of only 24x24 inches. They will keep the same even temperature, giving good results, as do the single machines. The company recommend them for large plants, farmers, etc., as making better per cent. hatches than the large machines. Send for catalogue to above address.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Inheritance Tax.

QUESTION: I have been told that if I do not make a will my property will be subject to a tax before my relatives receive it. Can I avoid this tax if I make a will, and if so, how? Kindly also inform me what is the amount of the tax.

REPLY: You cannot avoid the inheritance tax on your property simply by making a will, as the law applies to legacies bequeathed in a will as well as to property distributed in a case of intestacy. It is, however, often possible to avoid this tax. The law only taxes gifts or bequests, and if for this reason it appears from the will that the sum to be given to a person in the fulfilling of a legal obligation the sum of money will not be taxed. For this reason, if for no other, people often make a will. The inheritance tax is of two kinds, direct and indirect. The direct inheritance tax applies only to personal property and is a tax of one per cent. upon the amount of the decedent's estate if the estate amounts to $10,000 or over. This direct inheritance tax applies only to very near relatives, such as father and son, and brother and sister, etc., and each beneficiary of the estate bears his or her proportion of the tax, according to the amount received. The indirect or collateral inheritance tax, as it is sometimes called, applies to both real and personal property, and is a tax of five per cent. on all estates of the value of $500 or over. This tax attaches to property given to persons (roughly speaking) who are more remotely related to the deceased than nephew and nieces. If you wish to avoid this tax you should consult a lawyer, and it is very probable that he could arrange matters satisfactorily for you.

Sale on Trial—Exchange—Machine.

Where an article is sold on trial the sale is not complete until approval is given either expressly or by implication, and the sale becomes absolute if it is retained an unreasonable length of time. So held by the Kentucky Court of Appeals in the recent case of Watts vs. National Cash Register Company. In this case, it appeared, the appellee contracted to sell to the appellant a cash register conditioned on a stipulation that if after thirty days the appellant should decide it was not the machine for his business, he should be permitted to exchange it for another or ship it back to the appellee. The appellant, after the expiration of the thirty days, wrote to the appellee saying that the register was not satisfactory to him, but did not offer to exchange it nor offer to ship it back, but merely asked appellee what he should do with it. He used the register for six months. Upon a suit upon the contract by the appellee, the trial court instructed the jury that it was appellant's duty, after thirty days' trial, if he decided that it was not the machine for his business, to notify the vendor company within a reasonable time that the machine was not suitable for his business and demand an exchange for another register, or to ship that one back to said company, and that if he failed after a reasonable length of time to do either of these things, they must find for the company. The appellate court held that this instruction was proper.

VERDICT FOR PECULIAR ACCIDENT.

Philander H. Fitzgerald has been awarded a verdict by a jury in the Circuit Court, Indiana, against the Ætna Life Insurance Company, for $350 for fourteen weeks' disability, at $25 per week. The suit attracted the attention of lawyers and insurance men by reason of the unusual allegations of the claimant. Mr. Fitzgerald alleged that, returning to his home weary, he slept in his chair with his hand in a cramped position under his head, and that by reason thereof inflammation set in, and he was obliged to have a surgical operation performed. The company denied liability and asserted that the injury was not due to any accident insured against. Mr. Fitzgerald had policies in two other companies, but the Ætna is the only company to question the claim.

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MINNESOTA RETAIL HARDWARE ASSOCIATION.

The eighth annual convention of the Minnesota Hardware Association was held in Elks Hall, St. Paul, on Wednesday, Thursday and Friday, February 24th, 25th and 26th.

It was a large and enthusiastic gathering of progressive Hardwaremen, and a more representative convention it would be hard to find.

WEDNESDAY AFTERNOON SESSION.

The first regular session was called to order at 2 P. M. Scarcely had W. H. Tomlinson, of Le Sueur, the president, called the meeting to order when J. F. McGuire, of St. Paul, arose and presented the president with a gavel. This gavel had been made, Mr. McGuire said, by students at the Mechanics' Art High School, and the firm joining together of the various layers of different woods of which it was constructed typified the value of solid organization and union. He explained that weakness in any of the many parts of that gavel would destroy the strength of the whole, and with that as a text spoke for unfaltering devotion toward the association on the part of every individual member. President Tomlinson replied, and thanked the members for their undeviating loyalty to him and to the association during the three years in which he had been its president. Mayor Smith, of St. Paul, being unable to officiate, his place was taken by Comptroller Louis Betz, who welcomed the assembled delegates to the city of St. Paul, in the course of which he said:

ADDRESS OF WELCOME.

I feel that it is an honor and a rare privilege to be permitted to bid this association welcome to the city of St. Paul on behalf of the Mayor, as I understand that your association is the oldest and the largest of the kind in the United States. I hope that your meeting in St. Paul and your association with our industries allied to your calling will be of lasting benefit to you and your organization. In these modern days pettifogging competition is apt to destroy the individual. Organization, co-operation and a better understanding, which results from such association as this, in strengthening the whole retail trade, will strengthen each individual member. Our beloved State of Minnesota leads the world in its production of the ore from which the metal comes that is most closely allied to the Hardware trade. I know that you, gentlemen, members of this association, are made of the right kind of metal. I know that you make your money on the square and conduct your dealings on the level. I hope that friendships, man with man, will be riveted together for all time. In your deliberations, judging by the high degree of intelligence which I see before me, I know that you will hit the nail on the head. I know that you will go after conditions that are inimical to your success with hammer and tongs.

It is now my privilege to turn over to you, on behalf of the Mayor of this city, the key and the seal of the municipality, and I hope that your short stay in this city will be one continued round of profit and pleasure. [The speaker here presented to the chairman a huge key of

C. D. Decker, of Austin, responded to the courteous welcome of the Comptroller, and said, among other remarks:

It is not necessary for me to refer in a laudatory vein to the great capital city of Minnesota. We, the members of this association, come from every corner of the State, and we have long looked to St. Paul as an example of municipal government. We are made to rejoice when we know that such cities as St. Paul are officered by men who had the courage to exalt righteousness and justice. When we see large cities like this governed by a proper sense of justice and integrity, it helps us in our smaller cities to follow similar paths.

Our organization is the best and most fortunate, in many ways, of any in the country. First, it is fortunate in the manner in which it is at present officered. You hear about young men for war and old men for counsel; we have put that in practice; we have an army of young men here equipped and ready to do the fighting at the front, but we are fortunate to have so mature and wise a man in our president's chair, and I hope you will keep him there as long as the gavel lasts which has just been presented to him, and that when that gavel wears out some other city will present him with one made from metal that will be everlasting.

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We are here to build up our own interests as an association and as individuals, but to build them up without tearing down those of others. It is not necessary to emphasize the suggestion that by standing together we can work out our best interests to the best advantage. We are here for a purpose. By discussing differences and difficulties of every kind we can and will make this organization one of the cleanest and most beneficial in the country. There is nothing of politics or sectarianism in this organization. At the same time we have our own principles and, in the proper time and place, we are not slow to show our colors.

President W. H. Tomlinson, of Le Sueur, then delivered his annual address.

PRESIDENT'S ANNUAL ADDRESS.

It is with much satisfaction that I again come before you at this our eighth annual meeting. Your increased attendance shows your continued interest in our work, and I have only good to report to you. Continued prosperity, increased membership, prevailing harmony, are items calculated to encourage, but in addition we may record our thankfulness that there have been no deaths among our members. Work for our good is constantly being accomplished, and last, but not least, our insurance department has met with phenomenal success. I therefore have reason to congratulate you on the past year's history of our organization.

Our secretary will give you the report of your delegates to the National Association, but I take the opportunity to inform you now that the principal request which we made of them was granted—namely, representation according to membership. As our association stands now we shall be entitled to six votes in the National Convention, while last year, with over 400 members, we had the same number of votes as some States with only 17 members.

Another important step in the interest of the retail dealers was taken when the National (Wholesale) Hardware Association and the American Hardware Manufacturers' Association extended to our national representatives an invitation to attend their meeting. This secures an opportunity for conference, suggestion, and possible future co-operation of three great branches of trade. The meeting of the representatives of such bodies to discuss trade matters in the right spirit must certainly be conducive of good to each and all. Our Mr. Stebbins, treasurer of the National Retail Hardware Dealers' Association, attended this meeting and will make a report to you.

ONE OF THE ADVANTAGES OF ORGANIZATION AND CO-OPERATION

is shown in the work of the different State associations in regard to the Parcels Post bill now before Congress. This bill has met with uniform opposition by them by which so far they have succeeded in defeating it. Mr. Corey, our National Secretary, will inform you more fully on that subject.

We have had one disagreeable experience this year in the action of the Minneapolis Retail Hardware Association asking the Twin City jobbers to give the T. M. Roberts Supply Company the same privileges that are given to the Chicago catalogue houses by the jobbers of that city. But the matter was effectually disposed of, as the jobbers refused to grant their request, and our Executive Committee also censured the Minneapolis Association for their action.

Representing our association, I wish to thank the trade papers for their uniform courtesy toward us, and for efficient service in creating favorable sentiment toward our association work.

I gratefully testify to the excellent work of our efficient secretary and his assistant in caring for the work of our office, and to their loyal and earnest endeavors to promote our welfare.

WE HAVE FULLY DEMONSTRATED BY OUR WORK IN THE PAST YEARS THE ADVANTAGES OF ORGANIZATION.

I feel certain that there is not a member who has not realized benefit, either directly or indirectly, from our association work. Our steady advance in membership proves the satisfaction felt by those already members. The Hardware dealers of the State have faith in us, and they can see advantages to be gained by joining us. I can see with us to-day the same men who helped to organize our association, besides many others who have joined us in the good work since that time. I can see no reason why our prosperity should not continue. This hopeful prophecy will be rendered of fulfillment if each member will show a live interest in the work. Any information or suggestions sent to our secretary will receive due and prompt attention.

In closing I desire to thank the association most heartily for the evidence of their confidence shown in choosing me as their presiding officer for three consecutive terms. I have enjoyed the work and have given it my best endeavors, but it would not have achieved the success it has were it not for the loyal support of our members and officers.

At the conclusion of his address the president appointed the following committees:

COMMITTEES APPOINTED.

The following committees were announced by the chair:

Press—J. E. O'Brien, Crookston; J. E. Roell, Owatonna; F. J. Slipp, Brainerd.

Grievance—W. S. Davis, Stewartville; M. Sulerud, Halstad; Louis Gewalt, Breckenridge.

Resolutions—C. D. Decker, Austin; M. Geissler, Elysian; E. A. Pease, Redwood Falls.

Auditing—G. Hellerud, Sauk Center; Emmet Nutter, St. Peter; O. J. Kolseth, Fergus Falls.

NOMINATING COMMITTEE.

At this juncture a recess of 15 minutes was announced in order to permit of the formation of a Nominating Committee, one member of which should come from each of the nine Congressional districts of the State. At the close of the recess the committee was announced.

After an impromptu address on "Organization" by Fred Mason, of St. Paul, secretary of the Minnesota and National Grocers' Association which was exceedingly well received.

ELECTION OF OFFICERS.

The Nominating Committee, who had selected C. D. Decker, of Austin, as chairman and L. J. Cosgrove, of Le Seuer, as secretary, reported that they had finished their labors, and placed the following members in nomination as officers of the association for the coming year:

President—A. T. Stebbins, Rochester.

Vice-President—George Evenson, St. Peter.

Executive Committee, the following members to succeed themselves—W. H. Tomlinson, Le Sueur; Frank E. Hunt, Red Lake Falls; B. F. Kernkamp, St. Paul; Julius Schmidt, Wabasha. New members: Geo.

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M. Evenson, St. Peter; L. Gewalt, Breckenridge; H. R. Schroeder, St. Paul; Joseph H. Smith, Minneapolis; J. A. Roell, Owatonna.

After some discussion a motion was carried instructing the secretary to cast a ballot unanimously electing all the nominees.

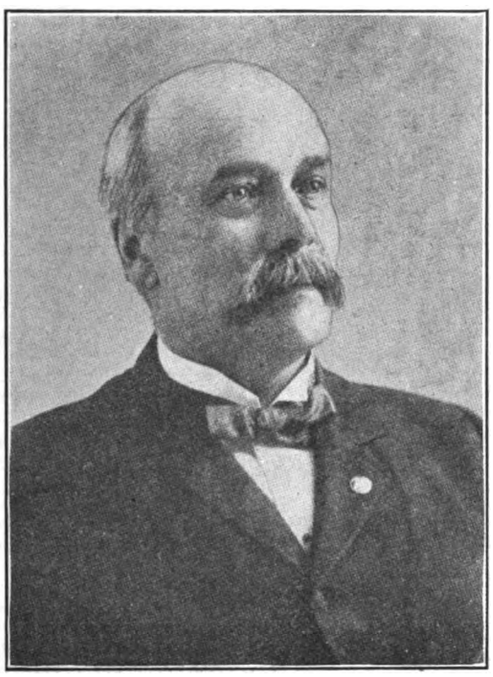
Secretary M. S. Mathews delivered his annual report, as follows:

SECRETARY'S ANNUAL REPORT.

Secretary Mathews read the following report:

In the 12 months that have elapsed since our very pleasant annual meeting in Minneapolis, there have been no radical changes in association work. The affiliation of Minnesota with the national organization has proved of marked benefit, and enabled the various bodies to get in closer touch on points of common interest, and concentrate their fire on the object to be gained. No one who followed the work of the national officers at Atlantic City last Fall, and their grand fight in opposition to the Parcels Post bill, can fail to be impressed with the wisdom of getting close together on points vitally affecting retail Hardware interests. The discussion of methods and ideas at the national meeting, the arrangement for interchange through the year of circulars and letters issued from the secretaries' offices, have been largely and mutually helpful.

Probably no question at issue has received more attention than the so-called Parcels Post bill. Minnesota and a number of State Hardware organizations have interested themselves to the extent of addressing every Hardware dealer, member and nonmember, in their respective States, calling on them to sign petitions, get as many other signatures as possible, and forward with a personal letter to their Congressmen.



A. T. STEBBINS, PRESIDENT.

THE ADVANTAGES OF ORGANIZED EFFORT

are being more appreciated, and most of the States report an awakened interest and an increased membership roll. At the request of our president the secretary has made during the year eight business trips through the State, and, it is believed, with profit to the association, as evidenced in increased membership and rapidly growing insurance business. At the last annual meeting the list there presented footed 516 names. To-day a roll call would show an addition of 57 to that number, making a

SOLID PAID MEMBERSHIP OF 573.

It was suggested at the last annual meeting that arrangements be made, if possible, whereby the dates of our convention and those of the Merchants' Excursion be made identical, so as to insure a somewhat more favorable transportation rate, as well as increased attendance.

For this meeting it could not be arranged, as our dates were a fixture, and dates of the other people were made to fit still other dates of similar excursions entering Chicago. The question then arises, Can we meet the dates next year as fixed by the Merchants' Excursions? Can we name a meeting place and leave the date open?

FINANCIALLY,

we have made gains corresponding to our numerical strength; at the beginning of our fiscal year, March 1, our balance on hand was $100.08. During the year there was received from fees and dues, $1586, and from programme, $295. The disbursements were as follows: Salaries, $600; rent, $78.40; printing, $52; postage, $100; secretary's traveling expenses, $39.95; stationery and telegrams, $4.52; national dues, $512; Swedish sufferers, $50; miscellaneous expense, $158.83.

The secretary would like to call your attention to a letter from Geo. F. Carpenter, Crookston, regarding the proposed World's Fair excursion in June. Mr. Carpenter has had wide experience in such matters, having planned the very successful Southern trip last year of the North Dakota Association. Any of our members desiring to join our North Dakota friends in this trip would do well to communicate with Mr. Carpenter for further particulars.

The secretary wishes to say that, with the enlarged business of the association, many calls have been made upon President Tomlinson for his time and advice, all such demands having received a hearty response from that gentleman

You will notice that our programme has met with a fuller understanding of its merits as an advertising medium, and that it is earnestly requested that where possible our members and friends will show a substantial appreciation of the favors of our advertising patrons.

TREASURER'S REPORT.

In the absence of Treasurer W. A. Barto, of Long Prairie, his report was read by Joseph Deuhs, of the same city. It showed receipts amounting to $1945.08; expenditures, $1596.71; balance on hand, $349.37. The report was referred to the Auditing Committee.

After a report given by the Treasurer which showed a balance of $349, E. H. Loyhead of Faribault read a paper on

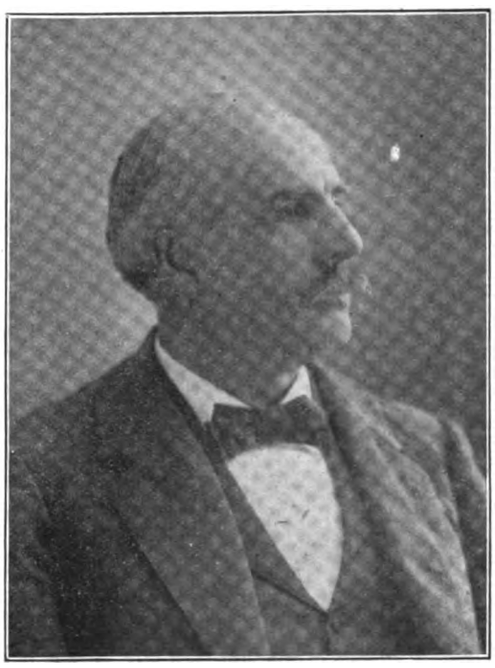
IMPRESSIONS

from which we extract the following:

UP TO DATE HARDWARE.

There is a popular idea abroad that Hardware is a fine business to go into, because "nothing in the Hardware line grows old-fashioned or out of style." This idea is on a par with the old idea that the world is flat. Fancy a Hardware stock composed largely of ox yokes, powder flasks, cast butts and roller skates. The jobber and the trade paper knows better than this, so they give us a lot of advice about our buying.

The jobber is all right as to his buying, because he has the benefit of the specialized knowledge of his buyers, while you are your own buyer. During a good part of the year you are listening to eloquent pleas regarding articles you never heard of before, and beautiful word paintings are showing you the happy lot of the merchants who sell these novelties. You are told by all your advisers several things, regarding such a state of affairs, that you are trying to sort out and classify while this talk is going on. You remember your instructions all right, but notwithstanding you don't know what to do in this case. You remember the rule that you must not overbuy—also the one that you must not buy unsaleable goods. Then you remember that you are told by your trade papers and other advisers that you must pick up the new ideas, buy the new inventions and keep up with the times. In other words, if this novelty *is* all right, you should buy it, and if it is not a good seller you shouldn't buy it.



W. H. TOMLINSON, EX-PRESIDENT.

Anybody knows this without being advised. All the time that these contradictory instructions are being crowded in upon your memory,

THE TRAVELING MAN IS STANDING AT YOUR ELBOW,

and has kept right on talking. You can be assured that if he is out selling novelties, he is either an orator or a diplomat, and perhaps he is both. If he is, he is a salesman in the full sense of the word, and if you don't keep your fingers crossed you are gone. If you take the goods it is not a case where you bought them, but where he sold them to you. If, when they arrive, you can sell them, you admire yourself for your good judgment. If you are not able to sell them, you inventory them a few times at diminishing prices, and then give them away or haul them to the dump and think, "What a sour old world this is, anyhow."

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WE ARE LIMITED BY OUR ENVIRONMENT

and its needs, in disposing of the goods that are going out of style. Here again the jobber has the advantage. He can find other markets where the goods still sell, and by means of his letters to his salesman he can work off his theories on them and his dead stock on his customers somewhere. He can fill his salesman up with ammunition to bag big game, while we have to stalk ours with a trap.

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THERE IS ONE RULE THAT WE ALL AGREE UPON

as being of supreme importance, and that is the one that admonishes us to always keep our temper whatever may happen while we are doing business. This, in my opinion, is the golden rule of trade, at least its successful following brings golden rewards to the man who, by nature or by self teaching, can always adhere to it. Most of us are mortal, however, and if the retailer who, as I have said, is buyer, credit man, salesman, correspondent and collector, besides being an officer in three or four lodges, can keep this rule at all times he has no business to be retailing Hardware any longer.

You get up some morning with this rule in mind and think, "How easy that is to keep." You start for your store at an unusually early hour. The morning is fine and you find yourself humming "What is so rare as a day in June?" At peace with all the world, your eyes behold with pleasure the lavishness of nature. The dew sparkles on the leaves and each blade of grass glistens in the morning sun. You listen to the singing of the birds, and revel in the freshness of the air and in the sunshine. You are thankful for your lot; the future seems one long June and full of roses. By this time you are at your store door, find it still locked, and a cloud seems to sail across the sky.

You unlock the door, and forget about the birds, the dew and the sunlight. You are assailed by the hot and stagnant air of a room closed over night, and by odors—not of the new mown hay you had been thinking about, but of Cordage, Oils and the dust of last night's



W. A. Barto, Treasurer.

sweeping. After you get the back door open so you can breathe again you begin to wonder about those clerks and whether or not they are ever going to show up. Then you begin to work furiously, just to show them how long you have been there when they do come. After you have tired yourself out doing a lot of unnecessary work, the clerks drop in and seem much pleased at the work you have done for them. This makes you feel good, for now you see the reward of unnecessary and uncalled for diligence.

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THE MENACE OF CATALOGUE COMPETITION

called our association into being. As time passes on we see that we were unduly alarmed, and we also see that there are problems to be solved, and that the solutions are of real importance to our well being. If we had no organization we would not have the Mutual Hardware Insurance Company, who annually save us a great deal of money—neither would we have a National Association to work for our betterment.

A BLESSING IN DISGUISE.

The time may come when we shall be glad that there were catalogue houses to scare us into organizing. The world of business, like the other factors in our complex social system, is in progress of evolution.

The association adjourned at 5 P. M. to meet the following day.

NEW DIRECTORS APPOINTED.

It was announced that the terms of the following directors expired with this meeting: A. C. Hatch, Battle Lake; H. Hauser, Minneapolis; A. T. Stebbins, Rochester; C. F. Ladner, St. Cloud, and that a successor to C. H. Hornberg of New Ulm would have to be appointed, because he was retiring from the Hardware business. On motion of Mr. O'Brien the president was empowered to appoint a committee of five, who should present nominations for the five directors named. The president appointed the following as the Nominating Committee: J. E. O'Brien, Fergus Falls; D. H. Evans, Tracy; Clement Schroeder, Mankato; B. Fletsam, Royalton; C. Juni, Jordan. The same committee was instructed to present to the association names of nominees for the Committee on Finance and Audit. This committee reported at the afternoon session the following candidates, who were unanimously elected by ballot cast by the secretary:

For Three Years.—A. T. Stebbins, Rochester; C. F. Ladner, St. Cloud; H. Hauser, Minneapolis: J. A. Roell, Owatonna, to succeed C. H. Hornberg.

For Two Years.—Louis Gewalt, Breckenridge.

The session adjourned at 12:30 P. M.

THURSDAY MORNING SESSION.

This entire session was devoted almost exclusively to the Mutual Insurance Branch of this Association, whose six hundred members have always taken since its inception, the strongest interest in this line of business, nearly three quarters of its members making use of the insurance feature of the organization. At a meeting of the policy holders President Charles F. Ladner, of St. Cloud, delivered the eighth insurance report, having reference entirely to the insurance feature of the work of the association.

After the reading of President Ladner's Insurance Report, Secretary M. S. Mathews presented his annual report.

SECRETARY'S ANNUAL REPORT.

in the course of which he said:

Hardware mutual insurance is a subject that has commanded more attention from Hardware dealers in the past 12 months than in all previous years. Five years ago, when the members of the Minnesota Retail Hardware Association organized the first of the Hardware mutuals, they builded better than they knew. While the four years of this company's existence are but few upon which to write history, we believe from the showing herein made that Minnesota has, in a large degree, solved the problem of cheap as well as good insurance. While no man can predict what our losses may be, we can safely say, with our rapidly increasing business, that our expense account, the prime factor in cheap insurance, will never greatly exceed the present ratio of 10 per cent. of premiums. Standard old line companies use 40 per cent. for this purpose, so it is very evident that we are, in this one item, actually saving to our policy holders the 30 per cent. paid as a return premium.

HARDWARE ASSOCIATIONS IN NEIGHBORING STATES

are paying us that sincerest of compliments in organizing an insurance annex on similar lines. Pennsylvania has two such companies, Ohio, one, Iowa, another, while Missouri, Indiana, Wisconsin and Nebraska are either in process of organization or have it in contemplation. Mr. Stebbins of our board attended the late conventions of both Wisconsin and Iowa, expounding the beauties of Minnesota's Hardware insurance. That his excellent missionary work is already bearing fruit is attested by more numerous inquiries and applications from those States. Missouri and Wisconsin, while organizing, have sent this company a considerable amount of business to protect until such time as they are legally able to handle it themselves. Thanks are due to President Bush and Secretary Corey of the Indiana Association, their kind words securing for us a good number of excellent risks in that State. In saying excellent risks we would further remark that Indiana is our banner State, this company having at the present time policies in force in 40 towns, no commissions or losses ever having been paid in the State.

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The future for the Minnesota retail Hardware Insurance Company is most promising. During the past year the secretary has received much valuable assistance from President Ladner and Treasurer Hauser, and desires to publicly acknowledge the obligation.

Treasurer H. Hauser, of Minneapolis, presented the following report:

Balance on hand, as per statement Feb. 25, 1903	$19,215.03
Received from secretary in deposit slips	26,046.71
Received interest	647.60
Total	45.910.34
Pa'd out in orders	8,365.96
Balance in treasury	$37,544.38

THURSDAY AFTERNOON SESSION.

The proceedings were opened by an address by A. F. Sheldon, Chicago, on the Science of Salesmanship, which was a reptition to some extent, of his remarks at other conventions to which we have referred.

R. A. Kirk, of St. Paul, Ex-President of the National Hardware Association, and President of Farwell, Ozmun, Kirk & Co. then delivered an address on

PRESENT BUSINESS CONDITIONS

in which he said in part:

Of course, there might be financial or other reasons for crowding the markets regardless of the cost of goods or the profit on their sales. In a time of panic, such as 1893, the cost of goods and the inability to sell them at the price offered without loss, do not determine the market. There are now, however, no panicy conditions. Sufficient money for the requirements of business can be had at reasonable rates. The solid business interests of the country have shown during the past year that they can withstand with scarcely a ripple of disturbance the whirlwind of speculation in all its stages from inflation even to drastic liquidation. During this abnormal and trying period, business went serenely on with the evident assurance as one of its most marked characteristics that whatever the exhibition might be it certainly was not a business man's panic.

There is also a feature in the present conditions that add very largely to the stability of values in Hardware, which is, that the manufacturing of many of these lines is in strong hands. We have seen the steadying influences of this power in the marketing of goods in some lines in the past two years, and we all recognize it as of a most healthy character.

WE WANT A STEADY MARKET.

What we all desire, whether the retail merchant or those who sell at wholesale, is a steady market, and this condition is certainly helped materially by the consolidation of the past few years.

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There is also, I may add, a growing tendency toward steadiness of prices at which goods are offered to the retail trade in there being less disposition on the part of manufacturers, as well as jobbers, to cut prices when not justified.

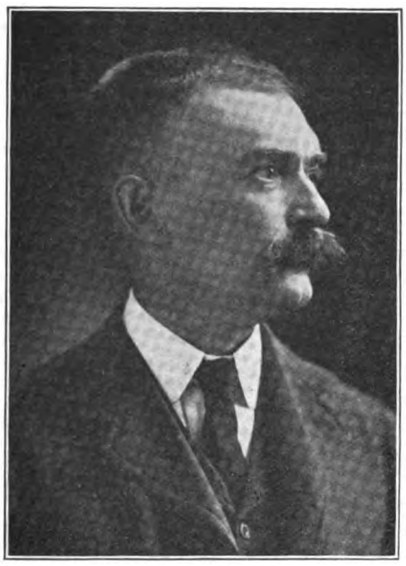
WE HAVE NO MILLENNIUM YET.

We have not yet reached the millennium and are probably still far away from the day when the lion and the lamb shall lie down together unless the lamb were to be inside the lion. But there is no doubt that the demoralization of prices is growing some less in evidence as the years go by, and I think the feeling among you gentlemen of the retail trade is steadily growing somewhat stronger, that when a "glib" salesman comes along and throws out some cut prices, he is giving you a bait, and that if you favor him with a general order for goods, he will see to it that the prices on the entire bill average up pretty well for his house.

PRESIDENTIAL ELECTION YEAR.

Another feature in the general conditions, which at this time is sure to figure more or less in our estimates, is the effect of the presidential election year. We have come to think to some extent that the fact itself of being the presidential year carries with it the conclusion that we must not expect much out of it.

There have been presidential campaigns in which the issues were of such a radical character as necessarily to disturb business. None



M. S. MATHEWS, Secretary.

of us will forget the campaign of 1896, which stands out conspicuously as a presidential year when business interests were very seriously affected, but we have come up out of the slough in which we were then floundering, and we are up again on dry land and the clear sky and the pure air of the better financial conditions of to-day surely will not soon give place again to free silver craze theories. We can see no way in which the issues of the coming campaign can be drawn so sharply between the two great parties in the contest as to disturb largely the conditions of business.

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It is one of the choice sayings of Ben Franklin, that

"THE ROAD TO WEALTH

is as plain as the road that leads to the mill." It consists, he says, "simply in spending less than we earn."

In these few words we have the whole economy of business, and whether we handle millions yearly or thousands and whether we consider the buying or selling of goods, no matter what the line of work may be , in all that we plan and all that we do, our every effort is directed toward the one simple purpose, that we may make the business earn more than it spends. In our efforts to secure this one object that we all have in view, may we each one find our balance on the right side when we come to close our books for 1904.

FRIDAY MORNING SESSION.

M. L. Corey, Argus, Ind., addressed the Convention on the subject of the Parcels Post.

R. R. Williams, of the *Iron Age*, was received and made welcome and addressed the Convention.

S. R. Miles, of Mason City, Iowa, President of the Iowa Hardware Dealers' Association, addressed the Convention, etc.

Committee on Resolutions.

The Committee on Resolutions, consisting of C. D. Decker, J. D. Geissler and E. A. Pease, passed the following resolutions:

Resolved, by the Retail Hardware Dealers' Association of the State of Minnesota:

That we extend to the press of the Twin Cities a vote of thanks for their generous reports of convention meetings.

That we extend a vote of thanks to proprietors of the Windsor Hotel for courtesies afforded for our comfort and convenience while in the city.

That we gratefully appreciate the presence of members of the National Association and other visitors in our convention meetings.

That we heartily appreciate the very successful efforts of the Commercial Club of St. Paul and the jobbers of the Twin Cities for their efforts in our entertainment.

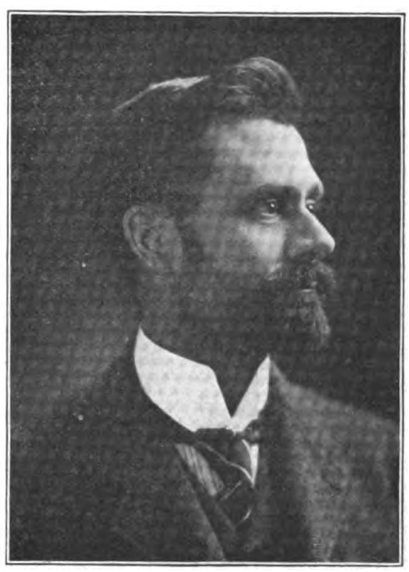
That we use every honorable method to defeat the Parcels Post bill, now before Congress, believing that the expense incurred in putting its provisions in operation would be very much in excess of the benefits derived by the general public.

That we extend to our retiring officers our heartfelt thanks for their untiring and faithful efforts for the success of our association work during th's past year, and that we pledge our loyal support to our incoming officers.

That we extend our heartfelt sympathies to Brother A. C. Hatch, of Battle Lake, in his hour of trouble and our sincere wishes for a speedy recovery of the afflicted.

That we hereby especially extend to our national president, W. P. Bogardus, and to our national secretary, M. L. Corey, our sincere thanks for the efficient service rendered in our behalf at the Atlantic City convention of manufacturers and jobbers, and we express the hope that the good work thus begun may be continued along similar lines, until many of the wrongs which have crept into the commercial transactions may be eliminated.

That thanks be extended to J. F. McGuire for spending time and



H. S. CLEVELAND, Ex-Vice-President.

effort in arranging for the entertainment and convenience of the association in this convention.

Next Place of Meeting.

The president read a letter from W. A. McGonigle, president of the Duluth Commercial Club, inviting the association to hold its next meeting in the city of Duluth. Mr. Miller, the vice-president of that club, secured the floor, and for ten minutes held the audience well night spellbound by a paneyric as to the beauties, and wonders, and joys, and comforts, and hospitalities of the city of Duluth. Julius Schmidt of Wabasha moved that the next place of meeting be Duluth, and Mr. Pease of Superior seconded the motion, and asked that Superior, the neighboring city across the bay, be included in the invitation to make Duluth its next meeting place. Messrs. McGuire and Evans also spoke in favor of Duluth, and the proposition was carried by unanimous vote. The date of the next meeting will be decided upon by the secretaries of the State associations at their next meeting, when a schedule will be arranged so that dates of meeting of the various State associations will not conflict.

Delegates to National Convention.

The following delegates were elected by the Executive Committee, which met Friday afternoon, to represent the Minnesota Association at the national convention, March 22 to 24, at Indianapolis, Ind.: M. S. Mathews, Minneapolis; C. D. Decker, Austin; C. F. Ladner, St. Cloud; W. H. Tomlinson, le Sueur; W. T. Cowing, Alexandria; Julius Schmidt, Wabasha: D. H. Evans, Tracy. By a by-law of the National Association each State is entitled to two delegates for the first 100 members and one delegate for each additional 100 or fraction thereof.

SHOVERLING, DALY & GALES, 302-304 Broadway, New York, are distributing to the trade the tenth edition of their fishing tackle catalogue, which is a large sized pamphlet of 100 pages. Included in the contents are artificial flies and bait, baskets, rods, floats, lines, nets, disgorges, hooks, sinkers, tackle case, split shot, wading boots, etc., in fact, about everything that can be thought of in connection with "ye gentle art of angling." All prices in this book are subject to change without notice. A miniature net price list will be sent to dealers only, upon request.

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NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS.

The Second Annual Convention of the New York State Association of Retail Hardware Dealers was held in Rochester, N. Y., commencing on March 8th and continuing three days. The headquarters of the association were at the Whitcomb House, but the sessions of the convention were held at the Chamber of Commerce. The proceedings of the conventions commenced with a meeting of the directors on Tuesday morning in which the general outline of the labors of the convention were the subject of deliberation and suggestion.

The officers and members are very enthusiastic over the success of this association during it's second year. Over two hundred members are now on the rolls with a good prospect of at least a fifty per cent. increase during 1904.

TUESDAY AFTERNOON SESSION.

The convention was called to order at 2 o'clock, President W. D. Hollowell of Penn Yan in the chair. The Mayor of the City of Rochester, Hon. James G. Cutler, was introduced and welcomed the delegates to the city in a brief speech.



J. R. TAYLOR, Ex-Secretary.

The address of welcome was responded to by President Hollowell in a few felicitous remarks expressing his appreciation of the civic courtesies. Then followed the Roll Call of members and the enrollment of new members and payment of dues.

W. R. WALKLEY'S ADDRESS.

W. R. Walkley, of Peck, Stow & Wilcox Company, New York City, then addressed the convention on the

RELATION BETWEEN MANUFACTURERS, JOBBERS AND RETAIL MERCHANTS.

He spoke in part as follows:

He said the subject might be appropriately condensed to "Brotherly Love" or "Family Relations," and that each of the three parties is dependent on the other. The manufacturer depends on the health, encouragement and assistance of the retail dealer. The failure of one results in the failure of the other, while the success of one is the success of the other.

He thought that only the dealers purchasing in large quantities could successfully buy from the manufacturer. There is a dependence on the jobber that the retailer and manufacturer should not ignore. The jobber looks on the dealer for support. The manufacturer wants to sell at a profit; so do the jobber and the retailer, and there must be a harmony of action and a community of interest. He then pointed out that many retail dealers do not show the enthusiasm and lack the push that department stores manifest. Also these stores have interfered with the Hardware merchant less than almost any other class of merchants. Referring to catalogue house competition, he suggested that dealers should tell prospective catalogue house purchasers that they would meet the catalogue prices on staple goods if paid the catalogue house price in cash plus the express charges and the amount of postage used in the correspondence. The dealers would then have much less trouble with this kind of competition than at present.

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He then urged on the members the necessity of knowing their goods, and said that a man who substitutes misrepresents, and that a man who represents a thing to be something that it is not, is not doing himself or his trade justice. He closed with a plea to the retailer, jobber and manufacturer for honesty of purpose and honesty of life.

This address was followed by an interesting one from the dealers standpoint on

RETAILING CUTLERY

prepared by J. B. Foley, of John B. Foley & Co., Syracuse, which we give as follows:

Mr. President:—I appreciate highly the invitation sent me recently to address the State Association on the subject "Retailing Cutlery." It was an unexpected honor, particularly so, because my house is one of the youngest concerns in the State. We have, however, given considerable attention to that department of the business on which I am privileged to speak to-day, and if the opinions we have formed and the results we have obtained (a brief review of which I shall read) can be of service or interest to the association, I assure you it will have been a pleasure to me to review them.

Selling cutlery is in my opinion the

MOST FASCINATING PART OF RETAIL HARDWARE BUSINESS,

and I believe this view is shared by every Hardwareman who handles that class of ooods. The work has its vexatious features, but on the whole no department of the business yields better returns for the money invested and trouble expended to make sales. I assume that nearly every merchant here handles some cutlery.

THOROUGH KNOWLEDGE OF THE LINE ESSENTIAL.

It is of importance that the buyer or manager of a cutlery stock should be thoroughly familiar with the line he carries, both as to its quality and as compared with competitive lines. It should not be enough to know merely that a knife is worth a dollar because it costs eight dollars a dozen—the salesman should be able to analyze the construction of the article and to submit proof if necessary to his customer of why he asks his price. Such a knowledge helps to make sales of high-priced goods, and also insures the house against paying too much for its stock.

One man in every store should be placed in charge of the cutlery stock, and made responsible for its condition. By this means fewer rusty pieces will be found and fewer losses sustained from that cause. Where a large force of salesmen are employed, only the most capable should be allowed to sell this line of goods, and these men should be trained well in the art of selling. It is just as silly to allow the porter or the stockman to handle fine knives or scissors as it would be to send your chief clerk on a busy day to load a truck or to blacken a stove. The latter might do his part well enough but the untrained helper will either lose a sale or sell a fifty cent article where one worth twice or three times the money might be disposed of just as easily.

WELL ASSORTED DISPLAY DESIRABLE.

A well assorted, rather than a large stock is chiefly to be desired. A comparatively small stock can be made to look large by careful arrangement.

Pocket Knives show to particularly good advantage spread out on trays in a show case. The line thus shown looks larger and nothing helps to sell goods more than the ability to impress the buyer with the idea that you have the goods—lots of them.

Shears and Scissors are very attractive when hung in a wall case with a glass front, so displayed that each size may be plainly seen from the purchasers position.

Carvers are very sightly stock and prominent location in the case should be given them. Carvers in cases should be shown without the covers—they can be placed to better advantage in this way, besides the covers are very liable to become soiled or marred in the frequent handling if placed under the box itself.

Table Knives, Etc.—These goods look very well displayed in boxes for the purpose, which many of the manufacturers now furnish gratis to their customers. If they can be kept behind glass doors, so much the better, but even if exposed to the dust in the store, the danger of soiling is slight and the samples should always be sold at every opportunity.

Razors are hard to display to advantage except in tightly closed cases, as the dust quickly spoils the fine edge. A good method of selling these goods is to use a flexible roll which will hold one or two of each pattern and make sales from the roll, replacing the one sold with a fresh one from stock.

Show cases containing cutlery should be kept scrupulously clean, and the contents equally so. A good way to prevent rusty goods is to place near the case a basket in which the salesman may put the articles shown or handled and leave the wiping and polishing of them to the person in charge of the stock.

Every tray or box of

CUTLERY SHOWN SHOULD BE PLAINLY MARKED

so that the customer may read at a glance the value of the piece. This method lightens the work of selling and tells to the buyer that you have but one price.

Window Display.—When a merchant has abundant window room, one window, or at least a large part of a window, should contain a

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display of cutlery at all seasons of the year. This window should be changed often and made as attractive as possible. The value of this plan will be felt very forcibly at the Christmas season. People will just as naturally seek at holiday time the store which so displays cutlery, as they will turn for laces, etc., to the store which they know carries the best line of those items throughout the year.

THERE IS NO SEASON WHEN CUTLERY IS NOT SALABLE.

Special sale days help to keep alive the interest in the line and many quiet weeks may be made busy and profitable by a little energy on the part of the force in the store. Cutlery should be advertised both in the newspapers and particularly in the show window which is always the retail merchant's best advertising medium. Nothing that we sell admits of more effective display or of more pleasure to the passer-by while examining.

GUARANTY.—Most manufacturers leave the matter of guaranty with the dealer, taking back any goods which he (the dealer) sees fit to exchange. Because of this leniency, many dealers allow themselves to be imposed upon by careless or unscrupulous customers, who return goods, damaged surely enough, but in that condition solely through their own fault. Such goods should not be exchanged, and the surest way to prevent these outrages is to explain the warranty clearly at the time of sale. The warranty should cover only defects in temper, springs or handles, imperfect fitting of parts, flaws and inferior quality. If any of these defects exist (and they can be readily seen), the piece should be cheerfully exchanged; but it is an injustice to the dealer and the maker to change goods under any other circumstances. In such cases the completed knowledge of the line handled, its average record with your trade, etc., is of great import.

THE GREATEST COURTESY SHOULD BE SHOWN CUSTOMERS.

This applies to every department in the store, but it is specially important in the cutlery department. Among ladies particularly, the obliging salesman is asked for an opinion frequently and his opinion is always respected. It pays to appear anxious to show and explain goods pleasantly to ladies—they are appreciative cutlery buyers and we all know what a good advertisement a pleased woman is.

A large line of sundries may be sold at good profit in connection with the cutlery department. Among them are shaving soap, lather brushes, shaving cups, combs, razor strops, mirrors, manicure instruments and dog collars. The dealer must be governed to some extent by his location, the size of his city or town, and the spending ability of his community. It is well, however, to be optimistic on this point; people will buy good things at a fair price if they are approached properly and are given good service. It is better to overestimate a prospective customer's price limit than to underestimate it. A person's garb may suggest to a salesman but little prospect of a good sale, whereas the same person may have a passion for good cutlery and be anxious to pay a good price for what will please his fancy. We have learned that it pays to always show moderately high priced goods. For example: A customer rarely asks for a knife at a certain price but will usually say, "show me a knife." We then ask his preference as to size; having that information we show first several patterns of the size indicated which sell at a moderately high price. If the price quoted is higher than the customer wishes to pay, he will quickly make known that fact either verbally or by his manner. In such a case lower priced goods are shown and many times the better knife is sold—this applies, as well to other goods in the line.

"Quality" should be the foundation upon which to build a business in cutlery. The average man and woman never forget the store which sold him or her a satisfactory knife or shear and they just as surely remember the store which sold something inferior. It is perfectly proper for a Hardwareman to carry low priced cutlery, but it is a grave mistake to overstate the quality of such goods to your customers. We should always try to sell an article which we believe is going to give satisfaction—the right kind of argument will usually accomplish this—and as a very successful business man says "The recollection of quality is remembered long after the price is forgotten."

ADDRESS OF NATIONAL SECRETARY COREY.

M. L. Corey, secretary of the National Retail Hardware Dealers' Association, lauded the noble sentiments and ideals expressed by Mr. Walkley, and then made a vigorous attack on the Parcels Post bill. After this he urged all members to read their Bulletins, because by so doing better co-operation between the merchants can be obtained. In the January issue, he went on, endeavor had been made to impress two facts: Meet the price of catalogue houses and write to Congressmen protesting against the Parcels Post bill.

MEET THE PRICE.

He said that from a very good source he understood that New York State had more goods sent into it by two Chicago catalogue houses than any other State in the Union. He recalled the statement that he had made in Atlantic City, that on certain articles it is absolutely necessary to meet their price, and that nothing else will do; not their price with 50 cents for freight, etc., added, but their actual price as printed. When a dealer stands and argues with a customer he loses influence with the customer and confidence in himself.

President Hallowell then appointed the following committee on the Question Box: George W. Rockwell, Clark Bloss and Charles Decker.

The president announced that he had secured the name of every reputable dealer in his town to a petition and forwarded it to their Congressman in opposition to the Parcels Post bill.

Secretary John R. Taylor said he had written to every Congressman and the two Senators from the State. The two Senators replied that they were against the bill, and the only Congressman whose reply was unsatisfactory was William Randolph Hearst.

WEDNESDAY MORNING SESSION.

Convention called to order at 10 o'clock. A. Eugene Bolles, Manager of HARDWARE, New York, delivered the following paper on

RETAIL ADVERTISING.

Some are born great, some have greatness thrust upon them—others advertise. The merchant who sits down and waits for business to come to him will find himself among the left over baggage when the Empire State Express of business success pulls out.

Business success needs three things—knowledge, push and good advertising. In these strenuous times advertising bears about the same relation to a business as steam does to an engine or rather as the fire under the boiler to the steam it creates. Advertising alone will not make a millionaire out of any man. It is the pinch bar with which a live, hustling man may make a business move with little perceptible power.

Advertising isn't an art; it's just applied common sense. Advertising is naturally a creative force. Since it has been applied to modern commerce there have been created dozens of commodities and branches of trade that did not exist before its advent. The six hundred millions of dollars spent annually in this country for publicity have set many hundreds of millions of dollars running into wholly new channels.

Business is warfare—in a sense, a hard constant fight to the finish. Advertising is the business man's most modern, most effective weapon.

Once in a while we hear some old fellow saying: "I have never advertised and am still doing business at the old stand." He means that he is doing business at the old standstill.

ADVERTISING IS THE YEAST CAKE

which causes the business bread to rise. Advertising is simply telling some person or persons some fact or alleged fact concerning something. It is therefore as old as the human race, for didn't the serpent by his plausable arguments induce Eve to pick the apple, and after tasting it didn't Eve tell Adam it was good and persuade him to take a bite? In olden times the Greek merchant was accompanied on his rounds by musicians who assisted him in chanting the virtues of his wares. In a ruin of Ancient Egypt was found written on papyrus an advertisement for a runaway slave. This advertisement is undoubtedly at least 3000 years old.

It has always been a wonder to me that advertising in different ways was not more general among Hardwaremen. For it seems to me that the modern Hardware store with its thousand and one specialties and articles of general use, presents one of the easiest advertising propositions in the field of business. Our Grandfather's stock, made up as it was, chiefly of nails, butts and screws, and the like, would have made rather a difficult subject for even an expert ad-man to handle, but the Hardware stock of to-day, with fancy Builders' Hardware, cutlery, sporting goods and almost an endless number of specialties for the housewife, farmer, children and grown-ups, offers material for a dozen or more good advertisements for every day of the year.

When once you decide to commence advertising don't spend a dollar for printer's ink, paint or posters until you are ready for results. You wouldn't invite a lot of people to your house to partake of a Christmas dinner and when they arrived have no fire in the parlor and no dinner to serve. An advertisement is an invitation to the people of your neighborhood—all of them—to come to your store and see something worth the trip, so, in the language of the Scriptures "put your house in order" first, make your store attractive. It will cost something, but you can't expect people—especially new customers—to come a second time unless you give them the right kind of a reception when they make their first visit.

Put your most attractive, most seasonable goods to the front—new customers will not be favorably impressed if, on coming into your store they run against a lot of shovels, wheelbarrows, nail kegs and the like. Every Hardware store keeps those goods and if anyone wants them they will ask for them. Put your cutlery, small tools and other bright goods in the front where daylight will strike them. Arrange your stoves in neat rows and keep them polished. Keep your newest specialties in conspicuous places, exhibiting working models where possible so that each one will tell its own story. Put your nails and other homely goods out of sight and you will have a store that says "Welcome" to all who enter and "come again" when they leave.

Study your trade and buy the goods it demands, and don't buy second-class goods. Goods that are not good enough to bear truthful advertising are not good enough to sell—or even to give away.

STUDY YOUR GOODS,

and see that your clerks know just as much about them as you do. If you started a man out to canvass the town for orders for a new washing machine you wouldn't allow him to commence soliciting orders until you were assured that he knew the strong talking points of that machine. It is just as important that you and your clerks know every strong argument concerning the hundreds of articles on your shelves and counters. This means work but no half hearted policy will bring success.

I wonder if there is not someone here who expected me to say: "Then call in the advertising expert with his hand-me down ads"—if so you will be disappointed. The average advertising expert:—The man of whom it is said

> The time is past when poets starve
> In garrets without hope.
> They're making scads by writing ads
> For breakfast foods and soap.

This man is about as much use to the retail Hardwareman as a refrigerator to an Esquimaux. A knowledge of the goods and of local conditions must be possessed by the man who successfully advertises a Hardware store.

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There may be some others who expected me to insist that a course with a correspondence school of advertising is absolutely necessary. Again you are doomed to disappointment—at least partially so. Of course a knowledge of type, engraving, arrangement, etc., is certainly a valuable asset to the writer of advertising, but there are many successful advertisers who do not know 6 point old style from 36 point Gothic or a printing press from a paper cutter. A few dollars spent in subscribing to one or two magazines devoted to advertising will furnish you with all of the technical information necessary.

The Hardware dealer can advertise in an almost endless number of ways, but I will mention only those that are in my opinion first in importance and productive of best results.

I have already spoken of the advisability—rather the necessity of having an attractive interior to the store as a method of holding trade, and as one of the first methods of attracting the attention of the passer-by—the man on the outside—I wish to say a word about the stores exterior.

You or I might have walked over the hills of Cripple Creek stumbling over the rocks and think those barren hills one of the last places on earth from which man could have gained a living. The man of minerals comes along picks up the stones we have stumbled over, crushes and smelts them and carries away millions in gold. He knew what was inside of those rocks. The Hardwareman is dealing with people who

DON'T KNOW WHAT IS INSIDE,

so he must put a little glitter on the outside, to excite the curiosity of the passerby. The exterior of the Hardware store should say "come in" to everyone in sight, just as the interior should say "welcome" and "come again."

In dressing windows the same arrangement should prevail as in the main part of the store. Don't fill the windows with prosey, staple goods—you don't need to tell people that you keep these goods; fill your windows with attractive articles; make your windows talk; display seasonable goods in a way that will suggest the need of them in the minds of the people who see your windows; keep the display bright and clean and change it frequently; keep the people wondering what you are going to do next, but look out for the nonsensical. The merchant who does some fool thing to draw a crowd generally gets it, but such a crowd produces only a few unstable customers and for every one such customer gained in this manner a dozen would-be customers turn away with a feeling of mingled contempt and disgust.

Another mode of advertising which can be carried on with little expense is the use of circulars or booklets. Much good material for this kind of advertising can be obtained practically without cost. The manufacturers of specialties in many cases furnish the dealers with circulars or booklets describing their articles. At a small expense your name can be printed on these, or a rubber stamp can be used; never let a piece of advertising matter leave your store until your name is on it. Whenever you put in a stock of stoves, refrigerators or any other seasonable goods, have an attractive circular printed announcing the fact. Cheap printing is too expensive—it doesn't bring business. Really good printing means a larger printer's bill but it also means more sales.

One very good method of distributing circulars or booklets is by placing one in each package of goods sold. A little good judgment is necessary in this, for profitable results could hardly be expected from a circular describing boys skates if wrapped up with a flour sifter sold to a maiden lady of uncertain years or a lawnmower booklet given to a section hand who resides in a railroad shanty. This method of distributing will of course reach only your present customers. To reach others necessitates either a house to house distribution or the use of the mails. Sending circulars by mail costs more, but like good printing, it invariably brings much better results, and more than this it permits classification. If you put in a new line of carpenters' tools, send advertising matter concerning them to all the carpenters in town. If a new line of Sad Irons send the booklets or circulars to the housewives. It is said that a man always hits what he aims at, but that the reason for so much poor shooting is that the shooters don't aim. A man with a blunderbus uses a pound of lead, and is pretty sure to hit something, but a steady hand behind a rifle loaded with a half ounce bullet is even more effective and besides it saves ammunition.

Painted signs nailed up along country roads and advertisements painted on fences, barns, etc., will make the rural population acquainted with your name and business. Little or no argument can be made in advertising of this character but considering the length of time during which these signs remain standing and their moderate initial cost, money spent in this direction is generally considered well invested.

I have now reached that most modern medium for advertising, the one accepted by leading authorities as the best. I refer to the newspaper. Being a newspaperman it is natural that I would favor this class of advertising, however, I hardly imagine that I will be accused of partiality considering the recommendations I have already made for spending a large part of the advertising appropriation in other directions. I have left what I have to say concerning newspaper advertising to the latter part of my remarks, because success in newspaper advertising depends to such a great extent on preparation—on the advertisers' being ready to care for results. The other methods that I have suggested are really part of this preparation.

The first and one of the most important steps in newspaper advertising is the

SELECTION OF MEDIA.

In small towns this is a small item especially where there are only one or two newspapers. In larger towns with a half dozen dailies and twice that number of weeklys, it requires exceedingly good judgment on the part of the advertiser to place his appropriation to the best advantage. The politics of a paper should never, in my estimation, enter into the consideration. It is not at all likely that your customers and possible customers are confined to one political party. Other things being equal I should select the evening paper in preference to the morning paper for advertising Hardware, for the reason that the evening edition is the one most generally read by the housewife and by the laboring man; both are too busy in the early part of the day to more than glance at the morning paper at the breakfast table, while the evening edition is read by the family around the fireside.

If you have a number of papers from which to make your selection try to pick out the papers which reach your trade—that is if your trade is largely among laboring men get into the laboring man's favorite. If your trade is general in character it will be necessary to add a paper favored by the better classes. You can decide on this matter after a personal investigation on a small scale as to the popularity of different publications. The rural population should not be overlooked. To reach them use the best weekly papers or if the surrounding country is covered by rural free delivery find out what daily papers the farmers subscribe to most generally, and use them.

Honest advertising solicitors can assist you in making selections, and here let me say just a word concerning the representative of the newspapers' advertising department; if he knows his business the average solicitor can give you many pointers and tell you many things you don't know. When he makes his first call receive him courteously, if he seems honest, conscientious and experienced receive him with equal courtesy when he calls again. Advertising men like Hardware drummers, and in fact like all salesmen are sometimes tempted to draw the long bow, but on the whole, take the average, and you will not be able to find a more industrious lot of men. Quick in perception, ever ready with suggestions, broad-minded, you will find the honest advertising man of experience a valuable friend.

THE SIZE OF SPACE

to be used is another important item. Use space enough to present at least one strong argument. Large space is unnecessary, except in the event of special sales or at the opening of a season. A space of from 3 to 8 or 10 inches single column filled with an argument straight to the point on one subject, changed every day, or at least three times a week, if inserted in daily papers, will bring more business for the money expended than a half page crowded with a disconnected jumble of different articles. Let the story you have to tell decide the size of space. State your argument as pointedly, as briefly as possible, have it set up in readable type and if it takes 3 inches that is enough, if 10 inches, use ten. A ten inch ad. in a 3 inch space is about as much out of place as a three hundred pound man in his boy's express wagon. Too many advertisements are spoiled by over crowding and to cut the ad. short, to leave out essential points, to stop before the story is complete spoils the ad. just as surely as crowding it. Of course this applies to "all year around" advertising. During the holiday season or when you receive your Spring goods or on other similar occasions a forcible announcement in a large space is advisable. The larger the ad. the more care necessary in arrangement. An advertisement which looks like a Chinese puzzle won't have many readers, and you can't expect the dear public to get out an extra pair of spectacles in order that they may learn what you have to say.

The best article ever made, advertised in the best medium ever published, will not bring results unless the advertisement is properly written. This is the rock on which so many advertising ships have been wrecked and the current which carries them to disaster is named "Big Words."

An old Irishman used to say, "foine words butter no parsnips"—highfaluten talk won't bring business.

HUMAN TALK

is what is wanted. When the rubbish is cleared away, and we get down to rock bottom, this advertising business is as simple as A. B. C. A whole band wagon full of college-bred theories can't compete with a hard-headed business man with a stub pencil and a sheet of wrapping paper in getting up good ads. Plain human talk is what you want; the kind that talks square toed English, with no frills put on. If in the ordinary explanation a joke creeps in naturally, it is splendid stuff—helps to set off the ad. and gives it that real human touch that brings buyers.

Get out your stub pencil and a big sheet of manila wrapping paper. Write just the same as you would holler to a fellow across the street: "Come over here Jones and see the finest article you ever saw in a Hardware store." When he comes over, you go into detail, tell him all about it and why he needs the article.

A firm belief that your business is worthy of patronage is the first essential to the writing of good advertisements and the man who can forget that he is writing, and talk with his pen as he would under ordinary circumstances will get the trade. Advertising experts prepare barrels of high sounding ads., but when it comes to getting trade for the Hardwareman no one has ever improved on the good old-fashioned way of telling the plain facts in an intelligent straightforward manner.

The ad. that doesn't contain information is not the business bringing kind. It is a mistake to presume that the public is familiar with the goods you carry. In writing ads. it is a good idea to presume that people generally know nothing at all about your business or the goods you sell, and that it is your especial duty and privilege to enlighten them. The man who knows his trade and knows what it wants and knows how to intensify its wants by suggestive advertising will always be in the front seat of the business band wagon.

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Make yours ads. to the point—don't be ambiguous or you may find yourself in the predicament of the young lady who inserted an advertisement to the effect that she would like to meet a gentleman fond of out-door life. The ad. was answered by a score of hoboes.

A customer recently called at a grocery and said to the proprietor: "I believe that you advertise your establishment as a real live grocery." The grocer, with a large open faced smile replied, "You have said it." "Well," continued the customer, "your ads. are certainly truthful, for the cheese I bought here yesterday was about the liveliest thing I ever encountered."

Advertising something you haven't got is like writing checks when you have nothing in the bank; there will be trouble when you don't make good. This reminds me of another cheese story.—A man said to a grocer, "What's the price of cheese to-day." "Fifteen cents a pound." "But the fellow across the street is selling it at ten cents." "That's the place for you to buy it." "But I've just been over there and he hasn't got any." "Well then, the kind of cheese I haven't got you can have at ten cents a pound also."

The common plan of the honest man
Who states what he has to sell
In simple vein and language plain
May take some time to tell.
But the truth will out with a mighty shout,
And the sound will pierce the skies,
So you can't go wrong to follow my song;
Be honest and advertise.

JOKES AND SMART ALECKNESS

are as much out of place in your ads. as a cakewalk in a cemetery, and as one bad egg spoils an omelet so one bad ad. may spoil the effect of a whole series.

Don't imagine that people are standing around with open mouths and ears to catch everything you have to say. You've got to say it so attractively, so earnestly, so boldly that they'll see it in spite of preoccupation or indifference.

A well written ad. will not be read unless it is properly set up by the printer. The heading of an ad. should tell a story in itself or be so inviting as to lead the reader immediately into the body of your announcement. Just one display line in a plainly set ad. attracts the eye more quickly than a hodge podge of bold face and italics.

The store that runs a head line reading "fire sale," "grand opening," "slaughter sale" or "unprecedented sacrifice sale" every day soon takes rank with the boy who cried "Wolf" and the "bankrupt sale" often closes the chapter.

Enthusiasm without cool judgment is liable to blow in the appropriation on one or two insertions. It takes time, repetition and common sense arguments to make people believe in buying your goods and come back for more. Too many advertisers empty their appropriation sandboxes on the first grade and the road to advertising success is strewn with the bleaching skeletons of the victims of one insertion. John Wanamaker once said, "to discontinue advertising is like taking down your sign." You have a sign above your door to let people know who you are, and what you are doing. That's what your advertising does. It merely multiplies your sign. It lets thousands of people know what you have to sell.

Vanity is too frequently the besetting sin of business men. They labor under the delusion that if they advertise during the few busy months the public will keep them in mind for the remainder of the year. They overlook the fact that when the mightiest of earth pass away, people cease to talk or think of them after a week. Only a few years ago the name of Paul Krueger was in every man's mouth; everybody talked of him, applauded him or criticised him, wondered what his next move would be. How often do you think of him now? How many of you know that in a little European village this old man, broken in body and spirit, once famous now almost forgotten, is passing his few remaining days dependent on the hospitality of friends.

So it is with the business man. In order to be in the public mind his name or his business must be kept before the public all the time. Advertising loses one-half of its efficacy when put out spasmodically.

Breathes there a man with soul so dead,
Who never to himself has said,
"My trade of late is getting bad,
I'll try another ten inch ad."
If such there be, go, mark him well;
For him, no bank account shall swell;
No angel watch the golden stair
To welcome home a millionaire.

The man who never asks for trade
By local line of ad. displayed,
Cares more for rest than worldly gain
And patronage but gives him pain.
Treat lightly, friends, let no rude sound,
Disturb his solitude profound,
Here let him live in calm repose
Unsought except by men he owes.

And when he dies, go, plant him deep
That naught may break his dreamless sleep;
Where no rude clamor may dispell
The quiet that he loved so well.
And that the world may know its loss,
Place on his grave a wreath of moss;
And on a stone above, "Here lies
A chump who wouldn't advertise."

Brief addresses were made by the following manufacturers' representatives: H. A. Fisher, Jr., of Reading Hardware Company; Scott B. Ball, of Sargent & Co., and L. A. Wegman, of Yale & Towne Mfg. Co. E. J. Neale of the Buffalo Wholesale Hardware Company made interesting remarks on the subject of prices and price cutting.

The following telegram was read: "Accept best wishes for a profitable and successful session. Frank A. Bare, secretary Ohio Hardware Association."

After Secretary Taylor called the roll, the session adjourned.

WEDNESDAY AFTERNOON SESSION.

Upon the convention being called to order, R. R. Williams, Hardware Editor of the *Iron Age*, delivered an address on

THEORY AND PRACTICE IN BUSINESS.

THURSDAY MORNING SESSION.

This session was convened at 10 A. M., and was more particularly of an executive character. The first and most important paper was the reading of the president's, W. D. Hollowell, annual report as follows:

President W. D. Hollowell, of Penn Yan, then delivered his annual address:

PRESIDENT'S ANNUAL ADDRESS.

It has given us much pleasure to again meet with those who were present at our organization meeting in Syracuse, also with those who attended our first annual meeting in New York one year ago. It is also encouraging to look into the faces of those who are with us for the first time. To these let me say, your presence is an inspiration to those who, since the association was organized, have worked faithfully for its upbuilding and success.

Notwithstanding the Wall Street depression, the labor troubles, the high prices of labor and material, the catalogue house competition, the trials and troubles, annoyances and vexations incident to the Hardware trade, we believe the past year has been a successful and prosperous year for all.

In reviewing the work of the year, we find improved conditions and much encouragement. While it has not been possible to correct all of the many abuses, we are glad to report progress in many lines of endeavor.

GREAT SUCCESS OBTAINED BY ORGANIZED EFFORT.

The better we understand the object and aims of association work and realize more fully what organization has already accomplished, the greater will be our interest in and loyalty to our association. Organized effort has demonstrated that in all lines greater success has been attained than by individual effort. The individual can do but little, the local association can do more, the county association has greater power; in the State, the power is increased. Who can estimate or measure the results when organization embraces the whole country and becomes national.

Do we appreciate what organization means to us now and, ever enlarging, what it will mean and do for us in the future. It would seem wise, therefore, that we rally our forces and do all that it is possible to do in building up our association.

All will admit that with a larger membership much more could be accomplished. Our

MEMBERSHIP HAS INCREASED,

perhaps not to the extent that we could wish and had reasons to expect, but, compared with other States, our ratio of increase has been such that we see no reason for discouragement.

In this connection, let me read you an extract from the annual address of the president of the American Hardware Manufacturers' Association. He says:

"While our association is prosperous and we are all proud of our membership because of those associated with us, let me impress upon you the fact that you do not show the interest in its future that the management has the right to expect from you. You should not be contented until you have included in its membership every reputable Hardware manufacturer in the United States. In addition to this, we should show more interest in the proceedings and endeavor, by concerted action, to prove that we are determined to win the approval and admiration of those who remain at home and make it easy for us to be here. There are so many abuses which might be overcome by earnest endeavor, that I am surprised at the indifference shown."

These words will apply, not only to our own, but to every trade association throughout the country. Could every dealer know the

GREAT BENEFITS TO BE DERIVED FROM ASSOCIATION WORK,

the reforms already accomplished, the many abuses that have, and the many more that could and would be corrected, if they were all united and working together, it would seem that no dealer would hesitate to identify himself with and become a member of the association.

The question of securing new members and how to do it, is, and has been a problem with most, if not all, of the associations. One proposes the plan of enlisting the traveling men with a commission attached to the proposition; another, a paid secretary, under certain conditions, which a large membership would make possible. I believe this to be the ideal plan. We, of the Hardware fraternity, are busy men. Most of us feel that we cannot give the time necessary to accomplish the best results. By adopting

THE PLAN OF A PAID SECRETARY,

who will give his whole time to the work, it would seem that the work would be looked after more closely and better results follow. Another plan could be made successful, if vigorously worked. I am of the opinion that if every member would agree to secure one or more names during the coming year, the increase would surprise us. One of our members sent in four names during the year. The four are now members. Another has sent in twenty-two names. We trust many, if not all, of these will be secured. If all were equally interested, we could

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



in the near future double our membership. This work continued and later we would be able to say, Our association includes every retail Hardware dealer in the State.

Our Executive Board has held two meetings during the year; the first in this city and one in Syracuse. The fact that not less than eleven of the fourteen members were in attendance at each meeting is an indication that the members are loyal and interested in the work of the association. The sessions were interesting and profitable. I will not take your time to enumerate here, but the

QUESTIONS DISCUSSED AND WORK DONE

will appear in the several reports that will be presented later. Mr. Ferres, our vice-president, and Mr. Gardner were appointed delegates to the National Retail Hardware Dealers' Convention, held in Chicago, last March. As Mr. Gardner was unable to attend, our secretary was in attendance as his substitute. It will be our pleasure to hear from these gentlemen. Mr. Ferres will give us a full report of the meeting.

Our secretary received an invitation to be present at the Executive Board meeting of the manufacturers and jobbers, held in Philadelphia, last May. He will give us a report of that meeting also. The National Manufacturers' Association and the National Hardware Jobbers' Association held their convention at Atlantic City in November. The president and secretary of the National Retail Hardware Association were present by invitation and were successful in securing a practically unanimous vote, of the organization represented there, in opposition to the Parcels Post bill.

The bill, as you know, is in the interest of the catalogue and mail order houses. If passed, the saving to two of the large catalogue houses, in mailing their catalogues, would amount to $500,000 annually. It would also add to our already large deficit in the Post Office Department the large sum of ten millions or more the first year. It is one of the greatest dangers threatening the retail interest of the country to-day. It would be interesting to know what has been done by our association in opposition to this bill. How many have sent petitions? How many have written their Member or Senator? This bill would have passed last year had it not been for the opposition of the associations. The fight continues: is still on. What is done should be done quickly, every member should act at once. A representative of the National Association is with us to-day and will give us the latest information in regard to this bill. At the sixteenth annual banquet of the Chamber of Commerce of this city, held January 7th, John Brisben Walker spoke on Postal matters, defending the Parcels Post bill. At the regular monthly meeting of the Chamber, February 20th, the committee reported as follows: "That the proposed system be not accorded the support of the Chamber of Commerce. The report was favorably accepted by the trustees and made the report of the Chamber of Commerce as a body."

While the

CATALOGUE HOUSES ARE HAVING TROUBLES OF THEIR OWN

and report business greatly disappointing, they are still very much alive and doing business at the old stand. They are, as we know, advertising largely. Their catalogues can be found in every hamlet in the United States. But hard work, persistent effort, personal talks with customers, a comparison of prices, having in mind the quality of goods, every dealer fully determined to secure the trade belonging to him. Meeting their prices and advertising the fact that you are doing so; this continued, and the day is not far distant when your customer will conclude that it is for their interest to buy at home.

MUTUAL FIRE INSURANCE MATTERS.

At the first annual meeting of the National Hardware Dealers' Mutual Fire Insurance Co., held January 12th last, the secretary of our association was made one of the directors. The company is now fully organized and ready for business. Several of the State Associations have organized and solicit your insurance. The rates are much cheaper than the old line companies. A committee was appointed at our last annual meeting to investigate the question of insurance and report at this meeting. We will hear from them later.

In this report a few moments might be given to the question of jobbers selling to consumers. The closer relations between the manufacturers, jobbers and retailers, the local association and the benefits resulting, co-operative buying and other questions, in which we are all interested; but without doubt these and many others will be presented for discussion at the afternoon session.

To-day's sessions are for members only, business sessions, busy sessions. It will be a full day. There is much to be done. May what we do be done as expeditiously as possible. Let us give to each question our undivided attention, our best thought and endeavor to reach conclusions and so decide all questions, that increased interest, greater loyalty, a better understanding of the work before us, a stronger organization will be the result.

This was followed by the secretary's, John R. Taylor, annual report, from which we give a few extracts of general interest:

SECRETARY'S REPORT.

In submitting my second annual report I wish to extend my thanks to our President, Mr. Hallowell, for courtesy and consideration to myself, and also to the Executive Board for their kindness and sup-

(*Continued on page 56*)

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REVIEW OF THE MARKETS.

WIRE NAILS. Orders continue to reach the mills in ample supply, and there is some difficulty manifested about prompt shipment, some of which obstruction is furnished by lack of transportation facilities, a shortage of cars being complained of. In connection with other Wire products, an advance of 5 cents a keg took place on March 7th, which makes a change in quotations, which are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots	$1.95
Retailers, carload lots	2.00
Retailers, less than carload lots	2.10

New York. The local market on Wire Nails is firm at the advance, and demand gradually increasing in strength. The change in weather conditions of the few days past assists in the feeling of confidence in a possible opening of Spring conditions, after our long spell of Winter. Quotations are as follows:

Single carloads	$2.10
Small lots from store	2.20

CUT NAILS. The demand is reported as being better than usual for the period on account possibly of price being regarded as favorable for greater consumption, and a reasonable fear for an early advance. The next meeting of the Cut Nail Association is booked for March 23d. Quotations continue as previously quoted. On either Steel or Wire Nails, with no discrimination as to locality, quotations are as follows:

Carload lots	$1.70 base
Less than carload lots	1.75

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. The local demand is by no means a heavy one, although within a week greater spirit is shown in purchasing. If weather continues favorable there will be no special complaint. Quotations are firm, at the following:

Carloads on dock	$1.84½
Less than carloads on dock	1.92½
Small lots from store	2.00

BARB WIRE. Notwithstanding the advance made a few days ago the demand from all sections for this leading staple continues good, being in nearly every case of more liberal proportions than usual. The belief is prevalent that local sales will be the best on record, and a shortage at the mills become a certainty, which should be avoided if possible. The mills find it difficult even this early to keep pace with the demand. Quotations are now as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.25	$2.55
Retailers, carload lots	2.30	2.60
Retailers, less than carload lots	2.40	2.70

SMOOTH FENCE WIRE. As on other Wire products, an advance of five cents per 100 pounds was made March 7th. The demand is strong and well sustained. Additional orders of good size have been forwarded by the manufacturers and the trade generally, to replace delivery on contracts; and thus keep up orders to original dimensions in anticipation of increased wants. Quotations are as follows, f.o.b. Pittsburgh, terms 60 days, or 2 per cent. discount for cah in 10 days:

Jobbers, carloads	$1.90
Retailers, carloads	1.95
Less than carloads	2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

SHOT GUNS. The Association on Single Barrel Breech Loading Shot Guns having been dissolved has made possible much lower prices on this popular line of goods, which indicates the probability of goods being sold without profit; which, however, is doubted by old buyers, as the margin has always been considered a liberal one.

F. E. MYERS & BRO. have the following revised prices for the season of 1904:

Pumps.

Cistern, Best Grades	60@60&10%
Pitcher Spout, Best Grades	70&10@75%
Brass House, "Meyers"	50%
Power Pumps, Myers	50%
Spray Pumps, Myers	50&10%

F. E. Myers & Bro. Low List:

No. 1, Fig. 328, 3 in. Shallow Well Pump	$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump	15.00
No. 5, Fig. 307, 3 in. Deep Well Pump	15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump	17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump	15.00
No. 32, Fig. 523, 3 in. Deep Well Pump	17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump	14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump	17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump	15.00
No. 72, Fig. 333, 3 in. Deep Well Pump	15.00
No. 102, Fig. 448, 3 in. Lift Pump	9.00
No. 108, Fig. 448, 3½ in. Lift Pump	11.00
No. 128, Fig. 510, 3 in. Lift Pump	7.00
No. 131, Fig. 510, 3½ in. Lift Pump	8.50
No. 225, Fig. 389, Windmill Pump	13.50
No. 235, Fig. 403, Windmill Pump	16.00
No. 240, Fig. 406, Regular Pump	28.00
No. 302, Fig. 477, Spray Pump, Complete	11.50
No. 330, Fig. 547, Knapsack Spray Pump	10.00
Discount, 50%, f.o.b. Ashland.	
No. 268, Fig. 513, Low Down Tank Force Dump (Net)	5.00
No. 320, Fig. 492, Bucket Spray Pump (Net)	2.00

Hay Tools.

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track		$7.00
Myers Unloader, Wood Track		7.00
Combination Carrier, Double Steel Track		7.00
Combination Carrier, Wood Track		7.00
Reversible Carrier, Double Steel Track		7.00
Reversible Carrier, Wood Track		7.00
Myers Unloader, Cable		7.00
Myers Unloader, Single Rail		7.00
Sure Grip Sling Carrier, Steel or Wood Track		12.00
Double Rail Steel Track, complete with clamps.	per ft.	.20
Single Rail Steel Track, complete with clamps.	per ft.	.20
D. H. Fork, Steel, Regular	Each	1.60
Nellis Fork	"	3.00
Double Grapple Fork	"	7.00
Sprout's Shear Fork	"	1.50
Walker Fork	"	2.50
Common 6 in. Wood Sheave Pulley, Fig. 433	per doz.	3.20
Faultless Steel Frame K. P. Pulley, Fig. 435	"	4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485	"	3.50
Malleable Frame K. P. Pulley, Fig. 676	"	4.60
Reed Wood Frame Pulley with Hook, Fig. 434	"	4.00
Steel Frame Pulley with Iron Sheave, Fig. 565	"	3.50
Floor Pulley, Wood Sheave, Fig. 486	"	4.50
Hanging Hooks for Double Steel Track	"	1.40
Hanging Hooks for Single Steel Track	"	1.40
Hanging Hooks for Wood Track, 10 in.	"	1.00
Hanging Hooks for Wood Track, 16 in.	"	1.30
Floor Hooks, ¾ in.	"	1.40
Malleable Rafter Brackets	"	.70
Wrought Rafter Brackets	"	.70
Rope Hitch	"	3.20

Discount on above, 50%.

CORDAGE. The Rope market may be characterized as a firm one, as no fluctuations of consequence are noticeable. The following may be said to represent the market, the usual rebate of ¼-cent per pound being given to carload buyers:

Pure Manila, 7-16 inch and larger	12
⅜ inch	12½
½ inch and 5-16	13
Pure Sisal, 7-16 inch and larger	9¼@ 9½
No. 2 Sisal, 7-16 inch and larger	8¼@ 8½
⅜ inch	8¾@ 9
½ inch and 5-16 inch	9¼@ 9½
Lath Yarn, Medium and Coarse	8½@ 8¾
Jute Rope, No. 1	6½
No. 2	6

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LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseel Oil Co.:

In lots of less than 5 barrels...43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The worst advocate of cold weather has probably been satisfied this Winter, which has broken the record for some thirty-four years, and the effect on trade is still felt, as outdoor work has been at a complete standstill, both in city and country. From many sides we hear there are good prospects for the coming Spring, and a fair amount of building is already planned, and an early Spring should apparently bring fair and satisfactory business. Already hurry orders are being demanded for immediate consumption, and it is now difficult to fill orders for some lines. Prices do not show any immediate changes and contrary to expectations there has not been announced any further advance in wire nails or wire, although it is thought this may come at any moment. On many lines there seems to be a tendency towards a stiffening in prices, and there is much complaint on the part of the manufacturers that there is not a fair profit at present figures. As might be expected, collections have been a little slow, owing to the difficulty of transacting trade under such conditions, but as early Spring is "settling time" in some parts of the country we hope an improvement in that line will be seen before long.

Biddle Hardware Co.

THE CLEVELAND TRADE.

Everything indicates that Spring is approaching, and trade is already showing its effect. The purchase of pig iron by the United States Steel Company will have an important influence in steadying the price. Declines are probably over for some months, and as the demand is good, the effect of depression will gradually disappear. It is better that we be denied a success in business that degrades. The fruits of drudgery furnish a safer foundation for greatness than conceit and arrogance. We cannot free ourselves from the power that aims at the best, and that compels recognition by adversity if it must. The Jewish nation recognized this power and named it, but it is always present, and most when it is unrecognized. In its automatic operation it is no less a business than a religious law. National greatness is measured by the service it renders, and our Captains of Industry are learning that their success depends on the same law, and this promises well for the future. Conservatism has been of great value in our depression and is greatly helping to restore better conditions. Co-operation through consolidation has saved the country from immense losses and a fearful panic. The Lockwood-Taylor Hardware Co.

THE PITTSBURG TRADE.

This whole section has been anxiously waiting the result of the Four State Coal Miners' Convention at Indianapolis. As its decision affected directly 200,000 mine workers in Western Pennsylvania, Ohio, Indiana and Illinois, and indirectly all bituminous coal consumers, as well as merchants throughout these States, its importance could hardly be overestimated. After two meetings, each lasting a week, they separated without coming to an agreement, but it is expected that the miners will before April 1st consent to the 5 per cent. reduction in wages offered as a compromise by the operators. No greater calamity could happen this community than a long strike in this industry and as the leaders of the men urge acceptance of this offer, it is hoped their advice may be taken. Signs of Spring are at last seen in more moderate weather, but there is no great awakening of trade as yet. The firmness in prices of Hardware with advances in some goods should lead merchants to see that nothing is gained by deferring purchases but that they may lose by putting it off too long. The Merchants and Manufacturers' Association of Pittsburg is now fairly launched, as a Board of Directors has been elected. It is hoped that they may secure the service of an efficient Secretary as the success of the movement will largely depend upon the man in this position.

Logan-Gregg Hardware Co.

THE COLUMBUS TRADE.

Business in this section of the country has been a little on the waiting order for warm weather. Most merchants assorted their stocks after invoicing and the extreme cold weather has prevented them from disposing of much so far. It is surprising how a warm day or two starts the wheels going. Orders that have been held back are wanted quickly and we have had some very busy days the past two weeks. It is hard to get some lines of goods fast enough. Scythe swaths are going to be scarce on account of scarcity of timber. Manufacturers of wire cloth are sold up and will not have enough to supply the demand and still jobbers are fools enough to cut prices to where there is no profit on it. Slow deliveries the past two years admonishes merchants to get their goods in early. It will keep both manufacturers and jobbers busy this and next month to fill orders. Prices will average up fairly well. When one article goes down, some other advances. The biggest drop so far this year is on single barrel shot guns. Fortunately stocks are light so merchants will not suffer much. There can't be much profit in single guns now unless there was an enormous profit before. Still, according to the old ladies' description of a gun, it does not cost much to make them. Nothing but a long hole with steel around it and a handle on one end. We are threatened with a coal strike that will be disastrous to every branch of trade if it occurs. It is to be hoped that the operators and miners will get together and avoid a strike. What we need now is warm weather and we think there will be no complaints about a lack of business. There were a few signs of Spring the past week but they were of the hit and miss sort. Something after this fashion:

Oh! Spring, Spring, you naughty flirty thing;
You shine an hour or so, then away you go.
You make us shed our coats
And then give us all sore throats.
You start in the morning with a gentle breeze—
But in less than an hour we nearly freeze.
You blow as fast as an express train,
And then you snow and then you rain.
Soon you freeze on the streets so slick,
We get such a jolt it makes us sick;
And then you thaw and leave a slush
That is worse by far than a pot of mush.
But, by and by you will simmer down—
At least that is what we are wishing,
So we can sneak out of town
And take a day off at fishing.

The Smith Bros. Hardware Co.

THE DAVENPORT TRADE.

One year from to-day some one will be inaugurated President of the United States. So far there seems to be no probability of its being a Hardwareman. Spring has arrived, bringing with it longer days, bright sunshine and many orders for Hardware; in fact trade is more brisk and there is more activity in Hardware stores than has been observed for many moons. May these conditions continue for a long time to come. Sickels, Preston & Nutting Co.

THE CINCINNATI TRADE.

(From an Occasional Correspondent).

The months of January and February were the poorest for business the Hardware trade has ever experienced. The trade contiguous to the river has been practically dead. Customers could not get to river towns on account of the bad condition of the roads and dealers in those towns could get no shipments on account of the ice-bound river. The last day of February and the entire first week of March the weather was

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

delightful, the river emptied itself of ice, and farmers wanted goods the retailer was out of and the consequence was there was an extraordinary rush of dealers to Cincinnati to buy Spring goods.

The Kruse Hardware Company said in all their experience they never had such rush of buyers to their warerooms as occurred the first week of March, necessitating the working of overtime. They said of course we could not expect anything like it to continue, but the prospects of a fine trade are very evident for the balance of the season.

Mr. Bahlmann, of the Bahlmann Hardware Co., said his company were fairly swamped with buyers and he could not have begun to handle them at the old quarters, but with the increased facilities and the greater stock in the new house everybody was treated nicely. The prospects are better for a good season than ever before, and the books show it.

The retail trade are unanimous in predicting a splendid trade on seasonable goods, the long and severe Winter keeping the farmers at home, but the good weather of early March brought them out for rakes and hoes and other necessary tools, and these are selling rapidly.

Mr. Meader, traveling representative for Geo. Borgfeld & Co., of New York, was covering Cincinnati the first week in March, leaving here for Detroit. He said he had come up from Louisville and things looked everyway encouraging. Mr. Meader handles the housefurnishing end of the business for his firm, and stated he would have done even better in that line than he had, but the fine weather and cheap railroad rates had induced quite a few of his customers to go to New York; a letter from his firm stating this to be the case.

Chas. Steiner bought out the retail Hardware store of F. C. Brandt & Son, at 119 Elder Street.

Tettenborn sold the entire line of housefurnishing goods to Mabley & Carew. Tettenborn will only handle heavy goods, stoves, ranges, ladders, etc.

Pickering still keep up the special weekly sales inaugurated last Fall, this week's being the 18th of the series, in which are offered 6 inch and 8 inch Lamson & Sessions monkey wrenches at 14 cents and 18 cents each, respectively; polishing oil for bicycles, etc., and the "No Germ Filter," on which they are doing a land office business.

CINCINNATI TRADE ASSOCIATION.

THE SAN FRANCISCO TRADE.

Assuming that every husband's wife is her husband's sweetheart, and that every unmarried man's best girl is the sweetheart of her favorite young man, HARDWARE's San Francisco correspondent concludes he is right in saying that there are now in this city three hundred and seventy-five Hardwaremen, including 98 of their sweethearts, attending the business meetings and accompanying festivities incidental to the fourth annual session of the California State Retail Hardware Association.

This third day of March is the second day of the four days' meeeting, and as the different sessions thus far held by the iron men have been executive, barring alone the official election, and as this is the last day for posting correspondence for next week's issue of HARDWARE, this letter will necessarily be short in its report of the meeting's transactions.

The officers elected yesterday for the ensuing year were: O. F. Sites, San Francisco, president, second term; G. A. Guttman, Orland, vice-president; Henry Gracey, San Francisco, secretary, third term, and H. C. Bennett, San Francisco, treasurer.

If San Francisco is going headlong in any one particular more than another it is its house building propensity, a bent of mind that has been inclining local optomistic lot-owners a couple of years or more. But as merchants who deal in Builders' Hardware and house tiling are getting enormous business in this connection, are withholding from publication the conservative views they hold as citizens who have the city's immediate and prospective interest at heart, a further pursuance of the matter is deemed by the trade not advisable.

Relating to tiling, a trade stock that has become a considerable and growing interest especially to Builders' Hardware dealers, a decision of interest to the trade has been handed down this week by the Supreme Court of the United States. The suit was originally brought in this city under the provisions of the Sherman Anti-Trust Act, the plaintiffs being Lowry & Daly, co-partners in the tile and grate business in San Francisco, and the defendants were the Hardware house of W. W. Montague & Co., the Tile, Mantel and Grate Association of California, the Pittsburg Tile Company, the United States Eucaustic Tile Works, the Cambridge Tile Manufacturing Company, the Columbia Eucaustic Tile Company, the Trent Tile Company, Bush & Mallett Company, Star Eucaustic Tile Company, Limited, Bennett & Schutte, Heaveuer Meir and others.

The complaint alleged that practically all the tiles used in dwellings and other buildings in California are manufactured in Eastern cities, and that the defendants combined in a voluntary association known as the Tile, Mantel and Grate Association of California. The constitution of the association required, among other things, that

"No dealer and active dealer of this association shall purchase, directly or indirectly, any tile or fireplace fixtures from any manufacturer or resident or traveling agent of any manufacturer not a member of the association, neither shall they sell or dispose of, directly or indirectly, any unset tile for less than list prices to any person or persons not a member of this association under penalty of expulsion from the association.

"Manufacturers of tile or fireplace fixtures or resident or traveling agents of manufacturers selling or disposing of, directly or indirectly, their products or wares to any person or persons not members of the Tile, Mantel and Grate Association of California, shall forfeit their membership in the association."

Lowry & Daly underbid W. W. Montague & Co., soon thereafter receiving information from Eastern members of the California Association that if they remained non-members they could get no more tiling without paying the full list

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

price, which afforded to members discounts ranging from 50 to 75 per cent., according to date of payment.

At the Superior Court trial it was held that the Tile, Mantel and Grate Association of California was an illegal combination in restraint of trade. W. W. Montague & Co. took an appeal to the Circuit Court of Appeals, where the judgment of the lower court was affirmed, and then carried the case up to the United States Supreme Court, which this week ratified the verdict of the trial court with a consequent trebling of the $500 damages awarded. At the close of the hearing before the Circuit Court of Appeals the jury was instructed that, under the law, the defendants had formed an organization in violation of law by entering into a combination in the restraint of trade forbidden by the Sherman Act, and had attempted to monopolize the trade and commerce between manufacturers in the East and California dealers in tiling. His Honor, Judge Morrow, then instructed the jury that their only province was to determine the amount of damages. The jury found a verdict for the plainitff in the sum of $500, and the Court, on motion of plaintiff's attorneys, trebled the amount of damages, allowed plaintiff counsel fees of $750 and assessed all the costs against the defendants.

Industrial Press Association.

OUR NEW ORLEANS LETTER.

(From our Special Correspondent).

Two features of broad general interest to Hardwaremen have developed within the latter part of February and the first part of March as thus far gone. The one is the development of transportation facilities that may open up a vast new territory to New Orleans; and the other is the tremendous boom in building which is expected to give an immense impetus to Hardware demands of certain kinds. Otherwise the steady trend of prices and the general relaxation that attends the changing of the seasons in New Orleans has deprived current Hardware lines of much of notable interest.

The general situation is this: The Winter has surpassed the wildest expectations of the business men. A volume of gross business from 25 to 30 per cent. in advance of that during the preceding year has been attended with an unparalleled record upon collections. The coming of the first of March, this year, as always, brings a time when the business world of New Orleans as well as of the South halts in its pace. The old crops of sugar, cotton and rice have been harvested and largely marketed. The accounts of the past year have then all been collected or have been passed on to the next year. The planters are making new contracts; the banks are making new investments. The seed for the prosperity or the reverse of the coming Winter are being sown with the cotton seed, the rice grain, and the cane sprouts that are going into the ground.

However, when the first of March came this year, the Hardware world of New Orleans had experienced a rush of business that was without equal; every store in New Orleans had increased its force upon several occasions during the Winter. This activity was largely dependent upon 15-cent cotton and a 5,000,000-bag rice crop, it was recognized that two such pleasant happenings might not occur again, but the lust for trade has struck deeper home than ever in the history of the city.

The Hardwaremen had tasted blood, they wanted more. The lack of steamship transportation facilities to certain fields that should be within the domain of New Orleans became apparent. The implement agencies of the city, and one of the leading general Hardware firms began agitation in several directions, and one group of manufacturers in the Middle North added their efforts; as a result New Orleans is certain to have a ready means of transportation to the Argentina next year, to South Africa, and by steamship to the West Florida ports and also increased facilities into the West Indies. In connection with the development of these lines is the reported plan of the Moline-Rock Island-St. Louis implement and vehicle factories to establish a barge line to New Orleans and a series of warehouses here from which to distribute their export goods. In all these movements, save the line to South Africa, Hardwaremen took the initiative; while in that movement they are deeply interested.

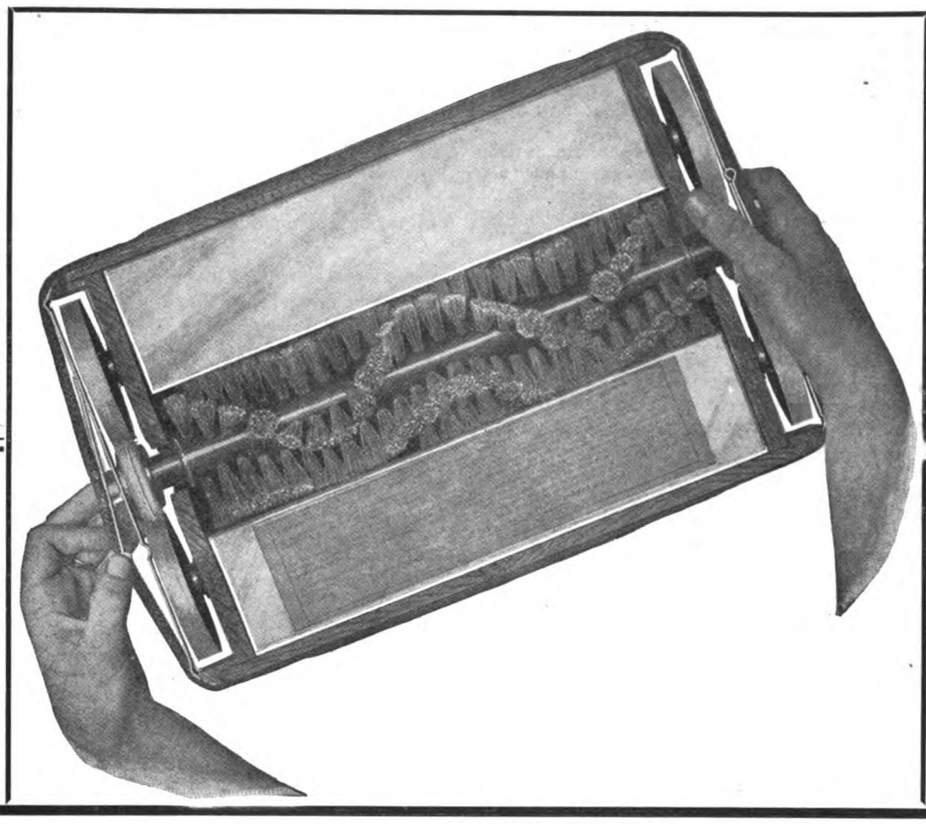
The line to the Argentina which is projected came about in this fashion. Manager Legler, of the New York offices of Ager, Cross & Co., of Buenos Ayres, came to New Orleans seeking to route 3500 tons of farming implements which he had stowed with the factories in the upper Mississippi district. He announced that he was in a position to recommend the removal of the American purchasing agency of Ager, Cross & Co., from New York to New Orleans in case he could be assured that transportation could be obtained at all times that shipments were usually demanded; he added that simply for one cargo to be sent this way to the Argentia he could not afford to antagonize the Eastern transportation connections, and that unless some definite assurances were given him even the 3500 tons would not be shipped this way.

According to Manager John N. Stewart, of the John Deere Plow Co., Mr. Legler's firm is the largest importer of American farming implements in the Argentina. According to Mr. Stewart one order of plows of one certain brand given the Deere factory in Moline amounted to $70,000. Mr. Legler said that he had obtained freight rates over the railroads from Illinois that gave New Orleans a decided advantage, provided the steamship facilities out of this city could be obtained at regular intervals. For several days Mr. Legler's efforts to obtain assurances of regular sailing were unavailing. Finally he became associated with Capt. Wood and with Kelly-Page & Co., both ship brokers, with the result that correspondence is understood to be in progress which may result in the removal of the Ager-Cross Co., agency from New York to New Orleans and in the routing of all the implement and farm machinery business of that firm through this city. The Argentine will be reached, it is understood, by sailings at least four times a year.

Following this came the announcement that J. C. Deere, head of the John Deere Plow Co., of Moline and of St. Louis, had proposed to the group of implement and vehicle factories in that section that they establish a fleet of especially constructed barges which could bring their Southern and foreign-bound product to New Orleans upon the crest of each rise in the river, that a system of warehouses be established in New Orleans to receive this product and keep it until such times as the trade demanded re-shipments from this city, and that the barges should bring back to St. Louis and upper Illinois the Southern pine and hardwoods used so much in the manufacture of the implements. The plan is said to be ready for launching, and in such extent that several years will be required for the erection of the warehouses and the re-arrangement of the trade routes of these implement factories. It must be admitted that opinion as to the efficacy of this plan is divided among river men. It must further be admitted that the railroad circles are convinced that it is merely a shrewd hint to the roads on the part of the implement factories that good rates must be given to obtain the trade, and that the steel and steam will not be allowed to sandbag the factories seeking to take advantage of the opportunities to be finally offered via New Orleans through the Panama Canal.

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So Easy



YET?

The **National Patented Brush Releasing End Band** is so simple that the illustration above is sufficient to clearly define its construction and method of operation. *If it don't, write us and we will tell you all about it.*

BRANCHES
Toronto, London,
New York, Chicago,
San Francisco.

NATIONAL SWEEPER COMPANY
MARION, IND.

Stauffer-Eshleman & Co. are said to be earnestly advocating the proposition to establish a line of small steamers plying between New Orleans and the Eastern Gulf coast by way of the lakes behind New Orleans. The Louisville & Nashville Railroad has now a monopoly upon all freight bound in that direction from New Oreans, and the manufacturers of this city have been made to feel the ill effects of this, despite the usually generous attitude of the railroad.

Certain interests in Mobile and in New Orleans have, on this account, united to obtain at least a competing method of communication. The 'Frisco system is to afford terminal facilities in its proposed yard upon the Old Basin canal which enters New Orleans from the rear.

The South African line is a certainty for the coming season, and, as has been mentioned in HARDWARE before, A. Baldwin & Co., Woodward Wight & Co., Stauffer-Eshleman & Co., in Hardware, the implement and vehicle agencies, and certain of the machinery men are now upon the alert to take whatever opportunities will be offered thereby.

So much for transportation developments. Now for the business of the day. Evenly ranging prices have steadied the local trade, and although there have been predictions of higher levels in all basic goods, these predictions have had little effect. A leading line for shipment to the country has been trace chains to all the rural districts, while nails have continued to go by the tens of carloads into Louisiana and Mississippi. Metal roofing has run these lines a close third, while bar iron, bolts, etc., for general repairs to mills, etc., have also picked up a trifle.

Generally speaking the Spring lull has been less perceptible than ever before, if the testimony of the wholesale men is to be believed. The lines which have felt the lull most in actual business are implements, general mill supplies, household Hardware, etc. Building Hardware has, if anything, increased its movement in preparation for the Summer work in the towns near New Orleans and through her tributary territory.

In New Orleans itself there is a field opening that bespeaks much for the building Hardwaremen as well as for the structural iron people. It is estimated that over $6,000,000 worth of buildings are scheduled to be started during the coming Spring and Summer. Among these buildings are a cold storage plant to represent an investment of $200,000; a $1,000,000 hotel; a $150,000 newspaper building; an $80,000 theatre; five or six business houses approximating $100,000 each; a public courts building to cost $1,000,000; a new public library structure to cost $100,000. Industrial enterprises, residences, etc., bring this total well past $6,000,000. These buildings are developments of the last two months.

Local houses are eager to place their bids for the Builders' Hardware that will be required, and are even now in consultation with the architects and contractors of such structures as are planned or upon which operations are under way.

GENERAL NOTES.

J. H. Minge & Co. have recently improved their facilities for handling general Hardware.

Victor Loisel, agent for the Moline people in New Orleans, has just been appointed United States Marshal for Eastern District of Louisiana.

Manager Stewart, of the Deere Company, has recently improved and renovated the headquarters of the establishment, in St. Charles Street.

Harry Fay Baldwin, of A. Baldwin & Co., has added several departments to the retail section of the big store. The firm reports the largest Spring business in its history.

Stauffer-Eshlemann & Co. are soon to send a special man to Cuba to look over the outlook for a resident agent in Havana.

Woodward-Wight & Co. are said to be almost ready to erect a new warehouse in the upper part of the city and in close proximity to the elt lije.

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"When you know a thing, to hold that you know it, and when you do not know a thing, to allow that you do not know it—this is knowledge."

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(*Continued from page 50*)

port to what was deemed the best interests of this association. They have given their time and been to considerable expense to attend the two Executive Board meetings during the year, and if there is any criticism to be made as to the results and the work done the Secretary alone is to blame. But as our time is valuable I wish to narrate as briefly as possible the work of the year.

It has been the aim of this association to increase its membership as much as possible. Along this line I have sent several circular letters to every merchant in this State, numbering sixteen hundred. As a result twenty-two firms have responded, and their names have been added to the roll. In each case I have sent these members a certificate of membership with the seal of the association, and it is hoped by the officers that these certificates may be found in a prominent place in their offices.

As the president has covered considerable of the work of the secretary my report will be brief, and will only touch on a few subjects that seem to be vital.

One of the most substantial benefits this organization affords its members is the privilege of carrying fire insurance in the National Retail Hardware Dealers' Insurance Company, at a saving of perhaps one-half the cost of the board rate. These can be had by applying to the secretary. I wish to add that Mr. W. P. Bogardus, president of the National Retail Hardware Dealers' Association, a man who has been eminently successful in his own business and is held in high esteem wherever known as a conservative and conscientious business man, heartily recommends the management and plan of the National Retail Hardware Dealers' Insurance Company which high authority certainly commends the plan to our careful investigation with the view to a profitable investment by applying for a policy in said company.

PARCELS POST.

Let us not lose sight of the threatened parcels post bill whose passage means so much to that octopus, the catalogue house, and destruction to the great army of the retail dealers throughout the country. If its passage is defeated it will be through the efforts of the Retail Dealers' Association, supplemented by the aid of the Jobbers' and Manufacturers' Association, with most of the honor due the Retail Hardware Association through this National Association.

AN IMPORTANT PROBLEM.

The fact that many eligible dealers persist in remaining out of the associations that are striving to make their business more profitable and pleasureable, is a problem with which all associations have to deal, and ours is no exception. How to get these fellows in the association is one of the questions I hope may be freely discussed in this convention. We need them both for their money and their influence and I hope some effective means of reaching them may be devised.

A considerable portion of the secretary's time was taken up in getting up a fairly good mailing list and we trust that during the coming year we will be able to reach all the Hardware dealers in the State.

There are about two thousand Hardware merchants in this State, and there is no good reason why they should not become members of our association. Last year we numbered 124, this year there has been added to the list 22. Eight firms have signified their intention of withdrawing from the association. There have been two deaths, H. M. Sponenburg of Watertown, and C. D. Towne of Saratoga Springs. Two have sold out or retired from business. I have not been able to get any response from 26. I think it is probably from oversight. Think they would send their remittance on the morrow, but that day never comes. The total membership is 134, and it is hoped that all present will join us in the good work, and push.

As I have held this office for the last two years, with many pleasant remembrances of all I am glad to retire in favor of my worthy successor, trusting the work begun will continue until the retail merchant can say all is well.

Reports of the several standing committees followed, which included
Report of Auditing Committee.
Report of John G. Ferres, the delegate to National Convention.
Report of Nominating Committee.
Election of officers and other unfinished business.

THURSDAY AFTERNOON SESSION.

The session was devoted to the unfinished business of the Question Box, which involved the usual discussion having reference to the contents, regarding which the following delegates took part:

Officers for 1904.

The following officers were elected for 1904: John G. Ferres Johnstown, President; Charles P. Sherwood, White Plains, First Vice President; Louis J. Ernst, Rochester, Second Vice President; John B. Foley, Syracuse, Secretary; F. E. Pelton, Herkimer, Treasurer.

Directors—A. E. Towne, Saratoga Springs; George W. Rockwell, Horsehead; Allen S. Matthews, Fort Covington; Charles E. Hills, Oneonta; W. T. Olin, Perry; L. G. Matteson, Newark; E. C. Douglass, Binghamton; Clark Bloss, Dunkirk.

Buffalo was selected as the place for holding the next convention.

The second floor of the Whitcombe house looked like a street fair. Among the exhibitors were Jewett & Co., Buffalo, stoves; Landers, Frary & Clark, New Britain, bread mixer; White Lily Washer Co., Davenport, Ia., washing machines; Robeson Cutlery Co., and Rochester Stamping Co., Rochester, Yale & Towne Mfg. Co., Dover Mfg. Co., asbestos sad irons.

✤

To be our best, not merely for ourselves, but for each other—that is a noble impulse; that if it were fully carried out, would be the world's salvation.—Philips Brooks.

SOUTHERN SUPPLY & MACHINERY DEALERS' ASSOCIATION.

We give below a list of rates which will be in force at the Chamberlin Hotel during the third annual convention of the Southern Supply & Machinery Dealers' Association, which will be held at Old Point Comfort, Va., on April 12th, 13th and 14th. The railroad rates on that occasion will be on the one and one-third fare basis known as the Certificate Plan reduction. Full details of these rates will be given at a later date. Every day shows greater prospects for a large and successful convention. Prominent speakers have been selected and have accepted. The entertainment features which will be provided are of the very highest order and the convention doubtless will be the largest and most enthusiastic that has ever been held. Practically every supply and machinery dealer in the South will be in attendance. The following special rates have been made for those attending this convention: Dealers, Manufacturers, their Representatives and their ladies.

Single Room, American Plan, without bath, two in room,	$3.50 each
Single Room, American Plan, with bath, two in room,	5.00 each
Single Room, American Plan, without bath, one in room,	4.00, 5.00 "
Single Room, American Plan, with bath, one in room,	6.00 each

As April is the busy season at the Hotel Chamberlin, it is therefore to the advantage of those desiring to attend to write direct to George F. Adams, manager, and make proper reservations. An application for room should be made at once to secure a desirable location.

✤

The young woman determined to make a final effort at being agreeable to the deaf man, so she threw her voice into saying: "Do you like bananas?" "How's that?" asked her deaf neighbor in a surprised tone. "Do you like bananas?" she repeated. "Well, my dear," he replied, "so long as you have introduced the topic, I will say that I much prefer the old-fashioned night shirt."



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GET IN LINE---SELL

ARMY AND NAVY LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL.

MORE EASILY APPLIED THAN OTHER GLUES.

ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD.

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Whittemore's Polishes

The World's Standard.



Oldest and Largest Manufacturers of Boot Polishes in the World.

BOSTON, MASS., U. S. A.

"BON-TON" OIL POLISH

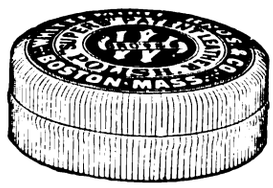
For blacking and polishing Ladies' and Misses' kid and all fine black shoes. The only Ladies' Shoe Polish that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Once used, always used. Finest quality in the World. With cork, wire and sponge; shines without brushing; always ready to use.

Price, per gross $14.00

Discount, 10 per cent.

"SUPERB" POLISHING PASTE

For giving all kinds of Patent or shiny leather boots and shoes a quick, brilliant and waterproof lustre with ut injury to the leather.



Price, per gross, large tin boxes $6.50
Price, per gross, small tin boxes $3.50

Discount, 10 per cent.

"DANDY" POLISHING PASTE

For giving Russet, Brown and Yellow-colored Boots and Shoes a brilliant, durable and waterproof polish.

Price, per gross, large tin boxes $6.50
Price, per gross, small tin boxes $3.50

Discount, 10 per cent.

"PEERLESS" POLISHING PASTE



For polishing all kinds of red or redish (Ox-Blood) Boots and Shoes.

Price, per gross, large tin boxes ... $6.50
Price, per gross, small tin boxes .. $3.50

Discount, 10 per cent.

"DANDY" COMBINATION

For cleaning and polishing all kinds of Russet, Brown or Yellow-colored Boots and Shoes.

The cleaner (in the bottle) removes the dirt and stains, and the paste (in the tin box) adds a bright, durable and waterproof polish.

Price, per gr., large size $14.50
"Star" size, per gross ..... $ 7.50

Discount, 10 per cent.

"QUICK WHITE"

Is expressly prepared for cleansing White Canvas and Duck Shoes, also Canvas Horse Collars, and all articles made from White Canvas or Duck. Also White Kid Slippers, etc.



Price, per gross, large $15.00
Small size, per gross 7.50

Discount, 10 per cent.

"LADIES' FRENCH POLISH"



For Ladies' and Misses' Black Shoes. Warranted superior to any $8.00 polish in the market, shines without brushing.

4-oz bottles, with cork, wire and Sponge, in sawdust, per gross, $7.50
Bottles in Cartons, per gross .. $8.00

Discount, 10 per cent.

All first-class articles that suit everyone.
If you are not suited and want the Best, send us a trial order.
Orders can be sent through any commission house in London, New York or Boston. Above prices f. o. b. Boston or freight paid to New York.

THE CORBINS.

Their Half Century Anniversary and a Souvenir Book of History, Biography and Pictures.

The semi-centennial of the incorporation of a large manufacturing company means a great deal, both to the company itself and to the community in which the company's plant is located. It is an earnest of solidity; of honest business success, built up steadily and surely from small beginnings; and is something in which every citizen feels that he has a share in one way or another.

Such an anniversary is now celebrated by the house of P. & F. Corbin of New Britain, the "Hardware City"—a name as descriptive and as quickly identified as "The Brass City," or "The Silver City," by all who are familiar with the manufacturing interests of the good old State of Connecticut. As a souvenir the company has published a handsome volume of over 100 pages, containing a complete history of the house from its beginning on February 14, 1854, to the present day. The book is neatly and substantially bound in dark green, is printed on heavy plate paper in clear, handsome type and is illustrated with pictures of the buildings, old and new, reprints of old catalogues, workmen engaged in different departments at their special work, and many portraits of men connected with the different companies which form the American Hardware Corporation. This combination includes not only the original house of P. & F. Corbin, but also the Russell & Erwin Manufacturing Company, the Corbin Screw Corporation, the Corbin Cabinet Lock Company and the Corbin Motor Vehicle Corporation, and was formed in the year 1902. It is not a manufacturing corporation, but, to quote the words of the souvenir book, "It is simply a holding company and controls the management of both corporations; at the same time, each corporation has its own officers and directors and operates as a separate and independent plant corporation as responsible to its customers to-day as it ever was."

This concern has a unique distinction—that the man who organized the original company is still the active head of the whole business. The story of its rise and progress is interestingly told by J. B. Comstock. Mr. Comstock was assisted in its preparations by George C. Atwell as compiler. The designing, engraving and printing was done by the Matthews-Northrup Works of Buffalo and New York, and the book is certainly a fine specimen of typographical art.

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The Pacific Electric Company, La Crosse, Wis., have sent to their customers, and will send to others upon application, their latest catalogue exploiting the merits of their adjustable Shade Lamps. A testimonial of merit, taken from the Army and Navy magazine reads as follows: "An exhibit at the Paris Exhibition showing ingenuity and skill in its compilation was that of the Pacific Electric Company, of La Crosse, Wis., in group V, class 25, consisting of incandescent desk lamps. There they showed goods of this character in many different patterns and designs for which their products are noted—in fact, they far surpassed many similar kinds of foreign manufacture shown in the same group. Americans who saw this exhibit could not but feel proud of the display of the company for it showed to all visitors what an enterprising firm can do when it tries and what kind of products they can produce for their patrons." A testimonial such as the above cannot fail to impress all those who are interested in devices of this kind whether for use or to sell. Their catalogue contains a great variety of shade lamps for every conceivable purpose, made in almost any shape and kind.

✤

"Just throw me half a dozen of your biggest trout," said the man with the costly angler's outfit.

"Throw 'em!" exclaimed the astonished fish dealer.

"That's what I said," replied the party of the first part. "Then I'll go home and tell my wife I caught them. I may be a poor fisherman, but I'm no liar."—*Chicago News.*

✤

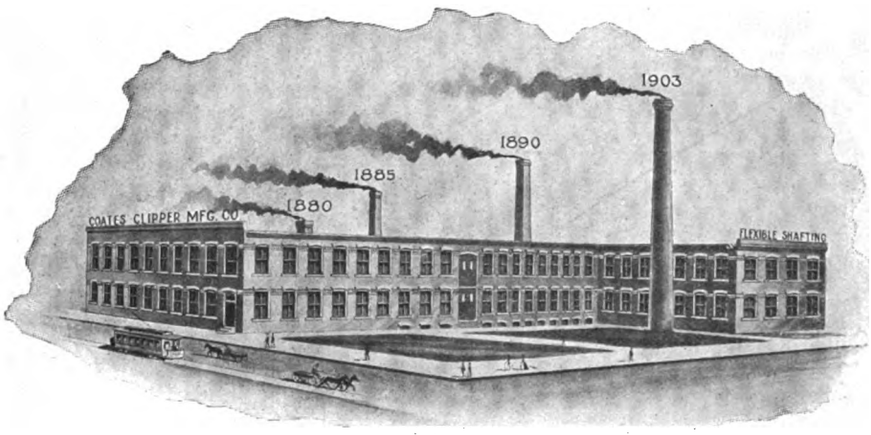
"Pa, what is a bigot?"

"A bigot, my son, is a person who doesn't think as I do, and sticks to it."

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THE COATES CLIPPER MANUFACTURING COMPANY.

This old, established company, located at Worcester, Mass., for over a quarter of a century, has made the manufacturing of Clipping Machines an exclusive specialty. The plant occupied by them, of which we present an illustration, covers upwards of 30,000 square feet of floor space devoted exclusively to the manufacture of Horse and Toilet Clippers. The departments for grinding, hardening and polishing are in charge of competent men who have made these specialties their life work, and it is claimed their methods cannot be approached. The new catalogue recently issued by this company should be in the hands of every dealer handling these goods as it contains a considerable amount of new matter in the shape of new goods, that cannot but prove of interest to the Hardware trade. The Coates Clipper Company do a heavy export trade with Germany, Australia and South Africa.



COATES CLIPPER MANUFACTURING CO.'S PLANT, WORCESTER, MASS.

AGRICULTURAL MACHINERY WANTED IN RUSSIA.

The so-called agricultural societies of Poland have recently determined to deal, as far as possible, only with the manufacturer. These societies are practically mutual associations of the landed proprietors for their own interests and for the advancement of agriculture in general. They are recognized by the Government, and from the membership bear a most excellent reputation as to credit, etc. The Warsaw society, acting for the societies in the governments of Plock, Kalisz, Radom, Piotrkow, Kielce, Lublin, Siedlce, Lomza, and Suwalki, requests quotations f.o.b. vessel at New York on steam-plowing outfits—*i.e.*, steam traction engines with gang plow attached. Intricate or complicated machines are not preferred, and weighty machines are not to be desired on account of the duty. It is particularly to be desired that the manufacturer respond promptly to this inquiry, so that definite arrangements may be effected to have the machines on the spot in time for the early Spring. Correspondence should be addressed to Ygnacy Yorski, Okolnik No. 3, Warsaw, a director of the Warsaw Agricultural Society.—Clarence Rice Slocum, Consul. Warsaw, Russia, December 2, 1903.

CRYSTAL REGISTERED TRADE MARK. CC CORUNDUM

TO METAL POLISHERS.

We can now fill promptly all orders for grain corundum (emery is an iron ore containing corundum.) Our new mill has a greater capacity than any other abrasive plant in the world.

Substitute a pure Canadian product, CRAIG MINE CORUNDUM, for the impure foreign corundum called emery.

Write us regarding a yearly contract.

THE CANADA CORUNDUM COMPANY, Ltd.,

Toronto, Canada.

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WESTERN MARYLAND HARDWARE NOTES.

From our Traveling Correspondent.

Reports from the Hardware trade of Maryland and Virginia indicate that the outlook for Spring business is good, although the Winter business has been exceedingly quiet.

CUMBERLAND TRADE.

In Cumberland, Md., there is one exclusively wholesale Hardware concern, Wilson & Pugh. This firm have succeeded in building up an extensive jobbing business, covering the trade thoroughly in Western Maryland and parts of West Virginia, as well as Northern Virginia. The business was established by O. S. Wilson, who is a well posted Hardware man. About ten years ago F. G. Pugh entered the firm, and by hard work and close attention to customers' wants the firm of Wilson & Pugh now control a large proportion of the Hardware trade in their territory. The success of this and other local jobbing Hardware firms seems to indicate the tendency of the small trade to look for their supplies to the nearby local jobbing house.

One of the largest retailers of Western Maryland is the Potomac Hardware Co., of Cumberland. H. W. Glisan, the president and general manager, said that the outlook for Spring business was good. Mr. Glisan, continuing the conversation, added: "This month has been rather quiet, but the mines are being worked full time and the mills are all busy, and there seems to be no reason, when the weather becomes warmer, why we should not have a brisk business." A good advertising motto is used by the Potomac Hardware Co.—*i.e.*—"If it's Hardware—we have it."

John A. McKee, of Cumberland, carries a general line of Hardware and makes a specialty of sporting goods and tools.

Another attractive and well arranged store is the Cumberland Hardware Co. A large business is done in railroad and mining supplies and a complete stock of tools and Builders' Hardware is carried. The fixtures in the Cumberland Hardware Co.'s store are very good, the concern having glass wall cases, in which are displayed fine Cabinet Hardware; and in other cases fitted into the wall are shown guns and rifles. There being no counters or other cases along this side of the store, a customer can easily examine and select goods in these cases.

A well stocked store in Cumberland is the Flintstone Hardware Co. A very complete line of horse furnishing goods is carried and includes blankets, harnesses, and whips. None of the Queen City Hardware dealers handle stoves, but most the horse blanket business of the city seems to be done by the Hardwaremen.

HARDWARE DEALERS OF DELAWARE.

The Hardware business in Delaware has been rather slow this Winter, but the outlook for Summer trade has never been better. At least this is what one of the largest dealers in Wilmington said.

Woodward & Bro., at 303 Market Street, carry a good line of general Hardware and make quite a specialty of tools, on which line they have a large business. A very well arranged window display was recently made of these goods—and the firm notices that the window display will bring business in tools and cutlery quicker than on almost any other line.

Alfred J. Peoples' store is at 507 Market Street and from here is carried on both a wholesale and retail trade, although the latter end of the business is by far the largest, Mr. Peoples having no salesman on the road, but is in position to take care of the wholesale business that comes to the store.

The Delaware Hardware Company carry on an extensive jobbing business, having six salesmen on the road who work the trade closely in Delaware, Md., part of Virginia and New Jersey. W. D. Mode is president and general manager of the Delaware Hardware Co., and as this concern is a representative jobbing Hardware house, his opinion on trade outlook is of value and interest to all eastern Hardwaremen.

SPRING BUSINESS BACKWARD.

In speaking of trade conditions Mr. Mode said: "We notice some decline in country trade, and far less Spring advance orders have been taken than usual. The severity of the weather, which has retarded building is undoubtedly the cause in some measure, but there is an unmistakable lack of confidence on the part of the country merchant, as to the future. The smaller Hardwareman seems to think that the near future will bring lower prices, and is therefore placing few orders for future shipment.

"Our salesmen cover their territory every four weeks, and it is my opinion that we will get these spring orders only when our customers begin to need the goods."

HIGHER PRICES FOR HARDWARE,

When asked if he thought the prices would go lower, Mr. Mode said: "No, I think there will be advances, before we see lower prices again." The Delaware Hardware Co.'s store and warehouse is well arranged, and an extensive business is done in carriage makers' supplies, iron and steel, and tinsmiths and rooffers' supplies.

All of Wilmington's leading Hardware houses are within a few blocks of each other, and this section of the city might justly be termed the Hardware district. In the centre of this district is the Capelle Hardware Co.'s store running through from Market to King Street. The Market Street store is used for the retail business while the offices are in the King Street building, from where the shipping is also done. The shop and mill supply trade in Wilmington is large and the Capelle Hardware Co. look closely after this end of the business.

The large retail store of Duncan Bros. is also here in the centre of the Hardware district. Duncan Bros. are one of the old established business houses and enjoy the confidence and trade of Wilmington.

Another progressive firm is J. R. Hudson & Co., who carry a large general Hardware stock as well as house furnishing goods.

Here in Wilmington few of the Hardwaremen carry stoves or sporting goods, rope or twine, these lines being dealt in specially by concerns handling these goods in a generous assortment.

A large business is being built up in these latter goods by D. A. Hay & Co., who carry a very large stock of rope, twine and fishing tackle, doing a jobbing business which extends into three States.

The Diamond Shear Co., of Wilmington, are busy keeping up with the growing demand for these famous shears.

Hammernail.

"The value of a rivet depends upon the setting."

WE have just received an inquiry for 100 of these machines for export,—From the people who make the rivets.



Ask your Jobber for the "PONY."

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

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How the Makers of "Jap-a-lac" are Assisting Dealers.

The Glidden Varnish Co., of Cleveland, manufacturers of JAP-A-LAC, state that they have materially increased their advertising appropriation for 1904, and will begin in the April issue of the women's magazines and other publications, an extensive campaign of publicity.

As an evidence of their progressiveness and of their determination to impress the public at large with the value of JAP-A-LAC, they advise us that they have contracted for space in twenty-seven of the leading magazines and publications read exclusively by women. Their aggregate circulation is 8,000,000 copies each month, and allowing five readers for each copy, it will be readily seen that the advertisement of JAP-A-LAC will go into the hands of 40,000,000 readers monthly.

The JAP-A-LAC advertisement will occupy an entire page in the April issue of *The Ladies' Home Journal*, two pages each in the *Delineator*, *Designer* and *New Idea* for April, four pages in *Good Housekeeping* for May and four pages in *Everybody's Magazine* for June in addition to liberal spaces in the balance of the twenty-seven publications.

This means an enormous amount of publicity for JAP-A-LAC, larger by far, the manufacturers state, than has ever been undertaken by any other maker of paint or varnish.

In their advertisement in this issue of HARDWARE, The Glidden Varnish Co. speak of their magazine advertising and the largely increased demand it is sure to create for JAP-A-LAC. Such a demand cannot fail to result in benefit to the dealer, and the manufacturers urge correspondence from the trade with a view to interesting them in the handling and sale of their product.

The advertisement occupying such large space in the above-mentioned publications, is entitled "The Economy of JAP-A-LAC, a True Story." It is interesting reading, and with the view of showing what may be accomplished in the way of attractive, entertaining advertising we reproduce it herewith on the following page.

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THE ECONOMY OF JAP-A-LAC

A TRUE STORY

Why should a novel be more interesting than a story of business success?

Why should a "short story" be more thrilling than an advertisement?

The problems of business and the excitement of speculation are frequently the basis of successful novels.

Now, in a sense, advertising is a speculation—and plenty exciting to the man who pays the bills.

We have had lots of excitement with Jap-a-lac, and it is a success. Our speculation in advertising has won, and Jap-a-lac is now known and admired in every State in the Union.

This is due to two things: first, to the economy of Jap-a-lac; second, to the advertising.

The facts about Jap-a-lac are interesting to every woman in America who has a home and cares how it looks.

The necessities of life come in about this order: First, Food; Second, Clothing; Third, "Four walls and a roof;" Fourth, Jap-a-lac for the floor; Fifth, Furniture; Sixth, Jap-a-lac for the furniture.

Jap-a-lac is the original floor varnish and high-grade colored varnish.

Five years ago it was only an idea, without even a name.

Four years ago Jap-a-lac was known in our factory and a few other places.

Now Jap-a-lac is sold in every State, and in almost every county in America, and is a staple article on the shelves of over four thousand dealers.

A quarter of a million dollars' worth of Jap-a-lac was sold in 1903, which was nearly double the amount sold in 1902.

Can we double the sale again this year and make it a half million dollars' worth for 1904?

That is what we are trying to do.

That is what we will do easily if this advertisement and others are successful in making people believe the plain facts about the "economy of Jap-a-lac"—just the plain facts.

The facts are these:

Jap-a-lac is for use on new or old woodwork, on floors, weather-beaten front doors, furniture, old carriages, metal work, radiators, oil-cloth, picture-frames—on anything and everything where a smooth, glossy finish is desired. It stains and varnishes at one operation and newness follows the brush.

Jap-a-lac saves the things you think worn out. It covers all mars, scratches or disfigurements, and produces a durable, smooth, brilliant, hard and elastic finish.

It makes a disreputable old floor look like fine hard-wood, and it makes a rug do instead of a carpet, so it saves money, brings beauty and promotes health—for the rug-laid Jap-a-lac-ed floor is prettier, cleaner and more sanitary than a dust-laden carpet.

Jap-a-lac is made in twelve colors and Natural, or clear:

Walnut,	Malachite	Brilliant Black,
Oak,	Green,	Flat White.
Mahogany,	Blue,	Gloss White,
Cherry,	Ox-Blood,	Ground.
	Dead Black,	

Oak is used more than any other color—for the obvious reason that more natural oak is used than any other wood. It is, of course, the color for imitating hard-wood floors.

No matter how ugly and dirty a floor may be, a coat of Ground color followed by a coat of Oak (or a coat of graining color) and a third coat of Natural Jap-a-lac, will give it all the beauty of the best and newest hard-wood. You will not believe such a transformation possible until you see it. We have a sample of finished wood, showing the process. Ask for it. It's free.

Mahogany comes next in popularity, and it can be used for floors, the same as Oak, if you prefer the rich red tone it gives. It will also give to soft woodwork, or furniture, the rich solidity of appearance found in the finest San Domingo Mahogany.

Oak or Ash woodwork, or furniture, is made particularly beautiful by Mahogany Jap-a-lac, which changes the color without losing the grain.

Cherry is much used by those who prefer a rich shade, lighter than Mahogany, and Walnut is growing in favor as the wood itself becomes more and more rare.

Ox-Blood, Malachite Green and Blue Jap-a-lac are used to make the woodwork of a room chime with the decorations, or with the decorative ideals of the occupant. With them the woodwork and furniture can be made to correspond, and an old room and old furniture given a new, beautiful and artistic dress, impossible in any other way except by the employment of exclusive and expensive professional decorators.

The admixture of White with any of the foregoing colors will give any shade, or tint, desired and the possible artistic colorings and combinations are limited only by the taste and enterprise of the user. Gloss White Jap-a-lac is also used on iron beds, radiators, picture-frames, and on furniture, to give a brilliant glossy surface of pure white enamel.

An old willow chair covered with Gloss White Jap-a-lac needs only a ribbon or two, of appropriate shade, to become an exquisite and inviting piece of furniture, fit for the finest drawing room.

Dead Black Jap-a-lac gives a wrought-iron look to all metal, and turns scuffed and common furniture and picture-frames into stylish "Flemish" pieces. The design that looks "common" in light wood lends itself beautifully to the Flemish effect, and hundreds of dollars' worth of furniture may be saved from the junk-shop by the use of a few cans of Dead Black Jap-a-lac.

An old picture-frame, whether of wood or gold, can be renewed beautifully with Dead Black Jap-a-lac.

Ground color is what its name implies. It is a filler—a foundation for the other colors, and is used only to obliterate blemishes and cover discolorations, or when a dark article is to be made light colored. It is most used on very bad floors and is needed only in extreme cases.

Brilliant Black gives a deep, rich, lustrous finish, and among other things is used for refinishing old carriages. 75 cents' worth of Brilliant Black Jap-a-lac will make the old vehicle look like new.

Natural, or Clear Jap-a-lac is colorless, like varnish. It is used, and acts, much the same as high-grade varnish, but it is better for all household purposes than any varnish. And we say that after thirty years of manufacturing varnishes of the highest grade. The Glidden Green Label Varnishes, for all purposes, are sold from the Atlantic to the Pacific, and from the Lakes to the Gulf, and you can get them anywhere. But for all household purposes, for floors, either old or new; for woodwork and furniture, for oil-cloth and linoleum, Natural Jap-a-lac is the finest, toughest, most lasting finish in the world.

Jap-a-lac is the model and ideal floor finish, because it does not show white under heel marks, nor does water turn it white. Soap and water do not hurt it.

Whenever you want absolutely the finest, glossiest finish, combined with long and satisfactory wear—use Jap-a-lac.

Anybody can use Jap-a-lac. It is all ready to dip the brush in. It is of the consistency of good varnish, and is applied with an ordinary varnish brush. No training, or previous experience is needed. All you have to do is to spread it evenly over the surface to be covered and let it dry.

It is there that the economy of Jap-a-lac comes in. Everybody knows that a painter, or a furniture-maker, can make many things "as good as new," but when you have paid for the work the saving is not apparent.

With Jap-a-lac the expense ends with the purchase of the can. A quart costs only 75 cents, and a quarter-of-a-pint will cover an ordinary chair or small table. There are eight quarter pints in a quart, so you can see that a new Jap-a-lac chair costs less than ten cents.

Wherever Jap-a-lac is tried its economy is at once proven and it becomes a permanent housekeeping adjunct. During the past two years we have given away tens of thousands of sample cans, and it is in this way that our enormous increase in business has come about. Our only concern is to have everybody know the plain facts about Jap-a-lac, and if every reader of this magazine could come to us, we would gladly give each one a full-size quarter-pint can. As that is impossible, we will do this:

Mention this magazine, and send us ten cents, which exactly covers the cost of mailing, and we will send FREE, to any point in the United States, a sample can of any color you select—free of all charge for the JAP-A-LAC.

You can probably get Jap-a-lac at your dealer's, but if he hasn't it you can send 75 cents direct to us and we will send a regular quart can, charges paid, to any express point in the United States.

Upon request, we will gladly send an interesting booklet about Jap-a-lac, a color card showing the different shades, and a sample piece of wood, showing the model floor finish.

To expedite reply, please address: The Glidden Varnish Company, Makers of High-Grade Varnishes, Dept. 6, No. 44 Williamson Building, Cleveland, Ohio.

JAP-A-LAC
THE MODEL
FINISH FOR FLOORS,
WOODWORK, METALWORK AND FURNITURE
WEARS LIKE IRON



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STEVENS

FIREARMS

SOLD THE WHOLE WORLD OVER

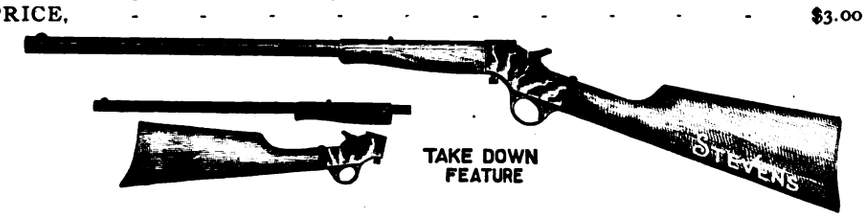
WE ILLUSTRATE BELOW THE THREE MOST POPULAR RIFLES MANUFACTURED



"STEVENS-MAYNARD, JR." RIFLE, No. 15

No. 15. Has an 18-inch Half-octagon Barrel, Walnut Stock and Forearm, Blued Steel Frame and Butt Plate. Lever-acting. All finely finished. It measures over all 33 inches and weighs 2¼ pounds. The barrel is accurately bored and rifled. Chambered for .22 Long rifle R. F. Cartridges.

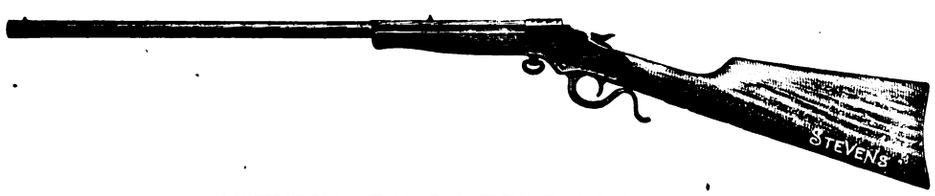
PRICE, - - - - - - - - - - - - $3.00



STEVENS "CRACK SHOT" RIFLE, No. 16

No. 16. Has a Round Blued Barrel, 20 inches long, Case hardened Frame, Oiled Walnut Stock and Forearm, Rubber Butt Plate. Chambered for .22 Long-rifle R. F. and 32 Short R. F. cartridges. Has Plain Open Front and Rear Sights. Weighs 3¾ pounds. Has an *Automatic Kicking Ejector* and is a *Take Down*, two very desirable features.

PRICE, - - - - - - - - - - - - $4.00



STEVENS "FAVORITE" RIFLE, No. 17

No. 17. Has a 22-inch Half octagon Barrel, Walnut Stock and Forearm. Rubber Butt Plate, Regular Rifle Butt, case hardened Frame and with a solid breech block. Chambered for .22 Long-rifle R. F., .25 Stevens R. F. and .32 Long R. F. Has Plain Open Front and Rear Sights. Weighs 4¼ pounds.

PRICE, - - - - - - - - - - - - $6.00

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Battle Creek, Mich.—A new Hardware store under the firm name of Wattles & Strong has been opened at 25-27 South Jefferson Avenue by W. A. Wattles and Frank E. Strong.

Brockton, Mass.—E. E. Bassett has opened a new Hardware store in the Clifford Block.

Brooklyn, N. Y.—O. Buchanan's Sons has been incorporated (Hardware). Capital $50,000. Directors: J. Buchanan, W. Buchanan and O. Buchanan, Jr., of Brooklyn.

Cleveland, Ohio.—The Loew Hardware Co. has been incorporated; capital, $10,000, by Daniel Loew, Henry G. Miller, Charles H. Loew, Katharine L. Heiser, Alfred P. Sheriff.

Cortland, N. Y.—Nelson & Call Company has been incorporated to deal in Hardware. Capital $10,000. Incorporators and directors for the first year: A. B. Nelson, D. E. Call, Mary H. Call, of Cortland, N. Y.

Evansville, Ind.—Geo. Koch Sons has been incorporated to deal in Hardware, stoves, etc. Capital stock, $5,000. Incorporators: Mary C. Koch, George W. Koch and Louis J. Koch.

Hastings, Neb.—The J. H. McGrath Hardware Company has been incorporated. The incorporators are J. H. McGrath, C. E. McGrath and Alice Munsey. The capital stock is $25,000.

Joliet, Ill.—Larson-Benson-Nordgren Company has been incorporated; capital, $10,000; Hardware and plumbing; incorporators, Charles A. Larson, Nels Benson and W. G. Nordgren.

Logansport, Ind.—The Flanegin Hardware Company has been incorporated; capital stock, $10,000; directors, William E. Baker, Thomas J. Flanegin and Lorin A. Flanegin.

Lowell, Mass.—Smith & Lawrence have opened a paint and Hardware store at 47 Market Street.

Lowry, Minn.—The Lowry Hardware, Furniture & Machinery Company has been incorporated. The company has a capital of $10,000 and the incorporators are Wencel Bisek, John J. Hagstrom, Fred E. Robinson, Iver M. Engebretson and Luther L. Gibbon.

Mobile, Ala.—The Young Hardware Co. has been incorporated. Capital, $75,000. H. S. Young, president; F. M. Young, vice-president; W. H. McIntosh, secretary, and T. O. Young, treasurer.

New York, N. Y.—Blake-Denison Weigher Company has been incorporated (Hardware). Capital $10,000 and directors: W. C. Sherwood and A. F. Garbe, of New York City and T. W. B. Middleton of Patterson, N. J.

Ogden, Utah.—Richardson & Grant, Incorporated, is the name of a new Hardware company. The capital stock of the company is $25,000; E. T. Richardson, president; D. L. Evans, vice-president and F. E. Grant, secretary and treasurer.

Pendleton, Ore.—W. J. Clarke & Co. has been incorporated; Hardware. Capital $15,000; W. A. Johnston, W. J. Clarke, K. C. Clarke.

Rushville, Ill.—Griffith Hardware Co. has been incorporated; capital, $20,000; general mercantile; incorporators, R. H. Griffith, C. B. Griffith, Maude K. Griffith.

Watertown, N. Y.—The Harbottle Company has been incorporated to carry on the plumbing and Hardware business. The capital is $20,000 and the directors are M. Harbottle, George C. Harbottle and George H. Gleason of Watertown.

Changes.

Athens, Ga.—Clarence T. Hussey, president of the Talmage Hardware Co. has sold his interest in the business to T. J. Scott, and his sons.

Bangor, Me.—H. R. Teague has moved his Hardware business from the Wentworth Block to a store in Blackwell Block.

Batavia, N. Y.—Robert B. Pease has sold his Hardware business at No. 54 Main Street to his son-in-law, Owen C. Steele, who has been in the store 15 years, and John G. Torrance, who for 16 years has been bookkeeper in the Hardware store now owned by Worthington & Bradish. The new firm, which will do business under the name of Steele & Torrance, will take possession of the store at once.

Batavia, N. Y.—Worthington & Bradish, Hardware merchants at No. 86 Main Street, have dissolved partnership, Mr. Bradish purchasing Mr. Worthington's entire interest in the business, which he will conduct alone hereafter.

Bellefontaine, Ohio.—John Plummer has sold a half interest in his Hardware store to A. D. Hogendobler of Osborn, Ohio.

Binghamton, N. Y.—E. K. Owens has succeeded as proprietor to the Hardware business many years conducted by his grandfather, the late Geo. T. Frazier.

Burlington, Vt.—The Strong Hardware Company has moved from their stores on College Street to the new block erected by them on Main Street. They will occupy the two eastern stores.

Canton, Pa.—J. H. Tripp's Sons, desiring to retire from the Hardware and paint business, have sold their store to Lindley & Ronan and Theo. Pierce, each firm taking one-half of the stock.

Clyde, N. Y.—Ward Compton has purchased Mr. Swift's interest in the Hardware business of Bliss & Swift.

Delhi, N. Y.—George Wood, of Watton, has secured by trade, the Hardware business of Frank G. Silliman.

Detroit, Mich.—A change has been made in the wholesale Hardware Company of Freeman, Delamater & Co., by the retirement of John Freeman, the senior member and president. He is succeeded as president by De Witt C. Delamater and David C. Kay, heretofore buyer for the company, becomes secretary and treasurer. William A. Ducharme remains vice-president. Mr. Freeman has disposed of his stock to other members of the company and will engage, it is said, in other business. The name of the company will not be changed, nor will any change in the policy of the company result from the withdrawal of Mr. Freeman.

Dubuque, Iowa.—E. S. S. Allen and Bros. have purchased the Horey Hardware stock at Winthrop and have moved it to this city.

Dunkirk, N. Y.—On February 1, the Dunkirk Plumbing & Hardware Co. came into existence by the consolidation of A. G. Sippel, M. J. Donovan and Philip H. Carlyon. The office and shop will be at 99 East Third Street.

Elberton, Ga.—Dr. A. S. Hawes has bought out the entire stock of the Elberton Hardware Company. This concern began business here several years ago with a capital stock of $10,000, during which time it has carried on an extensive wholesale and retail Hardware business. It is understood that the company will be reorganized shortly and the capital stock increased to $20,000.

El Camps, Texas.—Farr Bros. & Smith bought the Hardware business of Holloway & Heffner and will move in their new quarters at once.

Ellsworth, Wis.—The Foss-Armstrong Hardware Company has increased its capital from $25,000 to $60,000 and striking out its debt limit of $10,000.

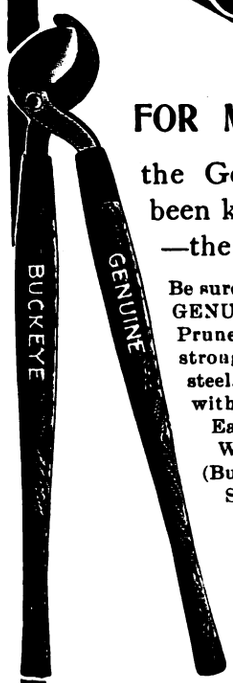
Fredericksburg, Ohio.—Redett & Sons sold their Hardware store to Mr. Jackson of Nashville, who has taken possession.

Gloucester, Mass.—The L. E. Smith estate has disposed of its interest in the plumbing, vessel fitting and Hardware business, 215 to 223 Main Street, to Messrs. Horace Tarr, Roger H. Tarr and D. Chester Tarr.

Green Bay, Mich.—At a meeting of the stockholders of the Gotfredson Bros.' Hardware Co., an exclusively wholesale concern with a paid-up capital of more than $200,000, it was agreed to dissolve the present company. Benjamin and Lawrence Gotfredson, who own nearly all of the stock, announced to the minority holders that they expected to leave Green Bay.

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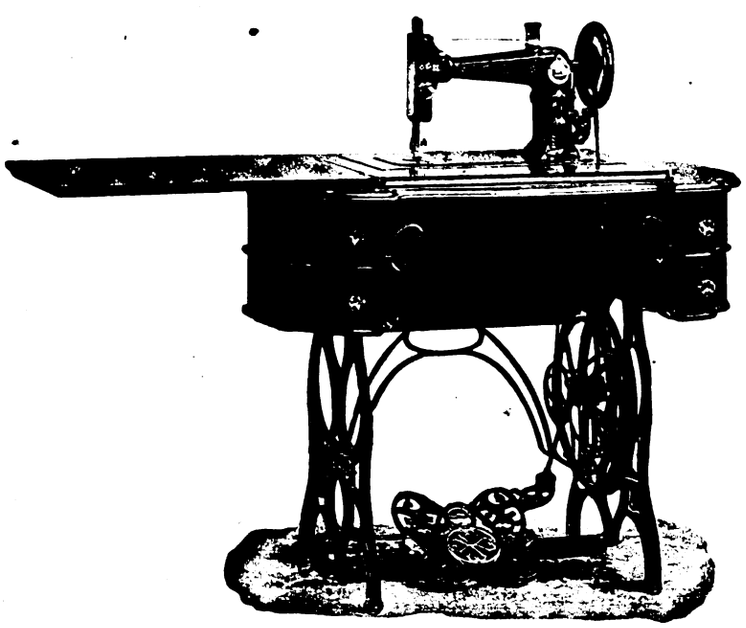
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Bridgeport, Conn.—The Champion Shear Company has been incorporated.

Camden, N. J.—The Standard Lamp & Glass Company has been incorporated; capital, $150,000. Incorporators: Edward B. Fulper, John D. Boyd, Holmes S. Green.

Camden, N. J.—The United States Graphite Company has been incorporated; capital $600,000. Incorporators: E. L. Darnell, M. Van Buskirk, W. J. Hopper.

Clyde, Ohio.—The Clipper Shear Co. has been incorporated with a capital of $25,000 by Alfred C. Bliss, F. W. Jackson, James C. Brown, D. C. Westenhaver and Max J. Rudolph.

Jersey City, N. J.—Marion manufacturing Company of Ohio has been incorporated under the laws of New Jersey. Office 15 Exchange Place. To make agricultural implements of all kinds. Capital stock, $400,000. The company will start with $36,500. Incorporators—Frederick Haberman, Horatio Chisholm, William H. Schaffner, Chas. E. Fisher, August E. Edmundson.

Minneapolis, Minn.—Waugh Safe and Lock Company has been incorporated; capital, $100,000; incorporators, G. T. Waugh, New York City; L. B. Waugh, J. L. Waugh and L. E. Waugh, Minneapolis.

Newark, N. J.—The White-Mylin Furnace Co. has been incorporated by L. B. White, A. H. Mylin, T. F. F. Lee, R. A. W. Rosander, T. H. Ross, A. S. Lyman and C. G. Winans. Capital, $5,000.

New Haven, Conn.—The Wright Manufacturing Company has been incorporated to manufacture stoves, pipes, etc. Capital stock $4,000.

New York, N. Y.—The Allbright Co. has been incorporated by J. J. Dambacher, M. Samuels and H. C. Allbright, capitalized at $15,000 for the manufacture of lamps.

New York, N. Y.—The Headson Tool & Manufacturing Company has been incorporated; capital, $100,000; directors, L. J. Lippmann and T. K. Wegman of New York and T. A. Headson of Lafayette, Ind.

Pittsburg, Pa.—The Flannery Bolt Company has been incorporated. Capital stock $9000.

Poplar Bluff, Mo.—The Southern Implement Company has been incorporated. Capital, $50,000; incorporated by Geo. Green, William A. Holcomb, Kittie Holcomb and others.

Selma, Ala.—The Selma Stove Works has been organized with Walter C. Smith, president; H. Franelich, secretary and treasurer, and W. A. Smith, manager. Capitalized at $20,000. These officers with P. H. Norris, L. Bamburger, Dr. W. McLean Pitts, L. E. Jeffries, William S. Monk and Sellers T. Walker are the directors.

Springfield, Ill.—Heineke & Co. has been incorporated; capital, $35,000; manufacturing farm macninery; incorporators, Martin Heineke, Charles Heineke, A. J. Lester.

St. Louis, Mo.—The Kolf Screen Co. has been incorporated. Capital stock, $2,000. Incorporators: John Hickey, Max Kolf and Adolph Lachmann.

Washington, D. C.—The Standard Screw Company has been incorporated; capital $1,000,000; incorporators: H. Clay Campbell, Charles W. Embry, Ralph E. Campbell, and John McFarlane.

Youngstown, Ohio.—The Youngstown Bolt Co. has been incorporated. Capital stock, $650,000 of which $400,000 is common and $250,000 preferred. The company will take over the property of the Youngstown Manufacturing Company, of Youngstown, O. The company has a rolling mill and one of the best equipped bolt factories in the world.

Changes.

Defiance, Ohio.—The Clipper Plow Co. has reduced its capital stock from $150,000 to $50,000.

Frankfort, Ind.—The Cleveland and Palmer Handle Co. has increased its capital stock from $20,000 to $30,000.

Fremont, Ohio.—The Clauss Shear Company has resumed operations after a six weeks' shut down, which was made necessary because of the change made in the power of the plant. About 50 electric motors have been installed making the Clauss factory the most modern plant of its kind in the world.

Fremont, Ohio.—The Lincoln Stove & Range Co. has increased its capital stock from $100,000 to $150,000.

Knightstown, Ind.—Wm. E. Jeffreys, trustee in bankruptcy, sold the plant of the Hussey Mower and Reaper Co., this city, to Cobe & McKinnon, of Chicago, for $7,600.

Lansing, Mich.—The Central Implement Co. has increased its capital stock from $300,000 to $400,000. It has just purchased the plant of the Standish Manufacturing Co., at Standish, and will continue the manufacture of wooden implements and tools.

Port Clinton, Ohio.—Port Clinton is to have a manufacturing plant, which will employ 400 people. Through the Port Clinton Improvement Company the citizens have raised a bonus and secured a building site for the United States Hardware Company's factory. This company will manufacture small castings and all articles of this class. Mr. Eberhard, of Cleveland, at one time connected with the Eberhard Manufacturing Company of that place, is the president of the United States Hardware Co.

Warren, Ohio.—The Pennsylvania Shovel Works of Corry, Pa., will come to Warren. Warren citizens subscribed $25,000 worth of stock, as required. The work of removal will begin at once. The industry will occupy the tube works building.

Miscellaneous.

Bridgeport, Conn.—At a recent meeting of the directors of the Challenge Cutlery Corporation, the following officers were elected: W. M. Tausig, president: W. D. Bishop, vice president; Clemens Kloefkorn, secretary and treasurer.

Bloomington, Ill.—At a recent meeting of the stockholders of the Co-Operative Stove Co., Bloomington, Ill., the following directors were elected for the ensuing year: Henry Capen, E. C. Hewett, A. C. Hamilton, John W. Hayes, J. W. Aldrich, C. A. Hamilton, William Partridge, Otto Seihart, E. E. Donnelly, Frank Reigger and E. M. Hamilton. At a later meeting of the directors the following officers were elected: John W. Hayes, president; E. C. Hewett, vice-president; E. M. Hamilton, secretary; A. C. Hamilton, superintendent and treasurer.

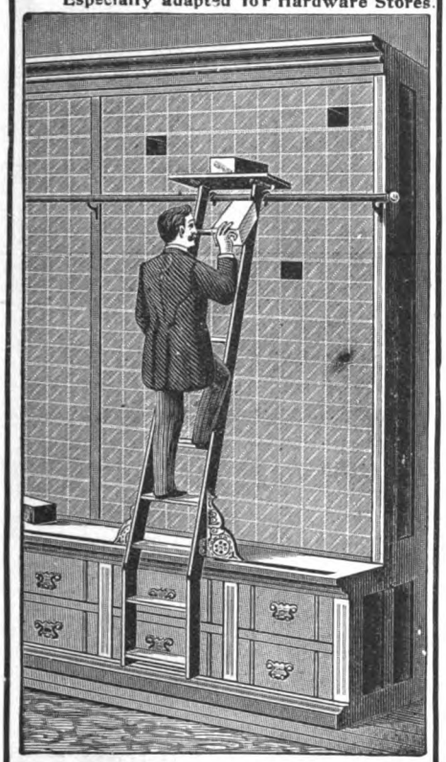
Cleveland, Ohio.—The annual meeting of the stockholders of the Cleveland Co-operative Stove Company was held at their office February 6. John H. O'Brien was elected secretary and general manager, and Robert E. Neel, treasurer. The following board of directors was elected: N. P. McKean, president; M. G. Watterson, vice president; John Gill, Charles H. Colt, Captain P. Boylan, Stephen Buhrer and F. E. Bruml.

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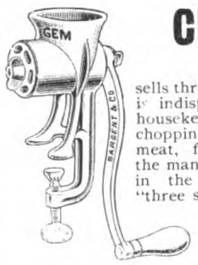
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Sargent's Gem Food Chopper



sells throughout the year. It is indispensable to the busy housekeeper every day for chopping raw meat, cooked meat, fruit, vegetables and the many other things needed in the preparation of the "three square meals" we all want. It makes good peanut butter; is very useful during the preserving and pickling time.

The advertising matter we furnish will help you make sales; we advertise extensively ourselves.

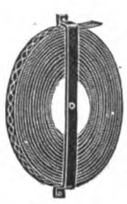
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We have just added several new patterns of these popular Bells, making our line more complete than heretofore; we have also an attractive variety of Turns to go with the Bells. The effect of the Electric Bell is produced without any electrical appliance, by simply rotating the Bell Turn; there are no springs to get out of order, no battery to replace, no winding required.

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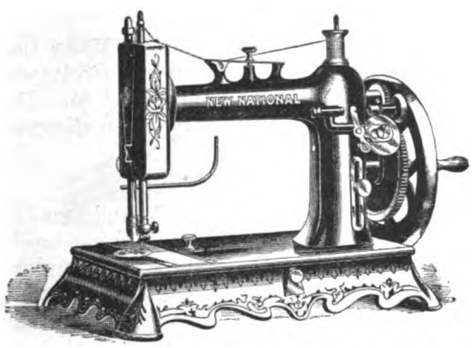
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SEND FOR CIRCULARS and Mention "HARDWARE."

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Chicago, Ill.—The Turbine Motor Tool Company has been incorporated. Capital stock, $10,000; manufacturing; incorporators W. L. Hall, H. G. Barrett and G. J. Bryce.

Clarendon, Ark.—Clarendon Oar Factory has been incorporated; capital stock, $5,000, all of which has been subscribed; incorporators, F. D. Wisely, Frank C. Clutterbuck and Jay Wheellock. The company will manufacture boat oars and do a general timber manufacturing business.

Ithaca, N. Y.—The Ithaca Gun Company has been incorporated; capital stock, $75,000. Directors: George Livermore, P. S. Livermore and L. P. Smith, Ithaca.

Lowville, N. Y.—Leon E. Downer and D. C. Kent of Archdale have formed a partnership and have opened a bicycle and phonograph store under the firm name of Kent & Downer.

Newark, N. J.—At 97 Halsey Street, George A. Breeze is conducting business under the firm name of the Tourist Motor Company.

Toledo, Ohio.—The Union Fire Arms Company, a New Jersey corporation having $150,000 capital stock has been admitted to Ohio to locate at Toledo, where Charles R. Clapp will be the agent. Geo. B. Colton is president of the company. They manufacture shotguns, rifles, pistols, revolvers, etc.

Changes.

Boston, Mass.—W. Alexander has moved from 33½ Beach Street to 48 Summer Street.

Buffalo, N. Y.—The Towanda Motor Vehicle Co., Towanda, Pa., have succeeded to the business of the Centaur Motor Vehicle Co., 59 Franklin Street, with the exception of the manufacture of their steering wheels, which is still conducted by a reorganized company styled the Centaur Motor Co.

Chicago, Ill.—The Charles Kaestner Manufacturing Co. have removed their entire plant to South Bend, Ind.

Chicago, Ill.—The branch office of the Timken Roller Bearing Axle Co. has been removed from 542 Wabash Avenue to 364 Wabash Avenue.

Elmira, N. Y.—Milton Updike has removed his bicycle and machine shop from Main to Center Street.

Essex, Conn.—The Tiley-Pratt Co. have discontinued the manufacture of bicycle spokes and nipples, being succeeded by The Standard Spoke & Nipple Co., of Torrington, who will fill all orders already entered from their plant at prices and terms at which such orders were taken.

Grand Rapids, Mich.—Grand Rapids Automobile Co. and the Richmond-Jarvis-Car Co. have consolidated, and the combined organization will in the future be known as the Richmond-Jarvis Co. The capital of the new company will be $50,000, and it will commence operations in the Rathbone Block, on North Division Street.

Haverhill, Mass.—The firm of the Pentucket Cycle Co., 10 Water Street, has been dissolved.

Jackson, Mich.—The Jackson Engine & Motor Co. have absorbed the Albion Engine & Motor Co., of Albion and will remove the plant to Jackson.

Newport News, Va.—Increased business has compelled C. C. Keyser to remove from 384 Twenty-eighth Street to 219 Twenty-seventh Street in order to obtain larger quarters.

New York, N. Y.—A. H. Funke, dealer in bicycle supplies, has removed from 325 Broadway to 83 Chambers Street.

New York, N. Y.—Victor Auto Storage Station, 144-149 West Fifty-fifth Street, has consolidated with the Murray Hill Auto Station, 27 East Thirty-fifth Street, and will in the future operate both stations and engage in the sale, storage and repair of automobiles at the address and under the style of the former.

Providence, R. I.—The N. W. Whitten Cycle Co. has changed its name to the N. W. Whitten Motor Vehicle Co.

Racine, Wis. — Wisconsin Wheel Works has been succeeded by the Mitchell Motor Car Co., a $300,000 corporation, which will continue the manufacture of Mitchell Motor cars and motor cycles, the bicycle end of the business having been sold out to the Great Western Manufacturing Co. some time ago.

Reading, Pa.—J. C. Reber has resigned from the firm of the Acme Motor Car Co., and their product will in the future be known as the Acme .Car instead of the Reber Car. The company has reorganized with a capital of $200,000.

Salt Lake City, Utah.—The capital stock of the Utah Automobile Co. has been increased from $10,000 to $25,000.

Tampa, Fla.—Union Cycle Co., 105 Lafayette Street, has been bought out by Leon C. Hanna and J. D. Hanna, who will continue the business at that place under the name of Hanna Cycle Co.

Utica, N. Y.—The Utica Cycle Company has opened an office and salesroom at 21 Columbia Street. They will continue to manufacture bicycles and do bicycle repairing of all kinds at their factory, 16 Main Street.

Worcester, Mass.—Morgan Motor Co., have dissolved. The capital stock was $50,000, which was fully paid in. The property and assets have been disposed of.

Miscellaneous.

Nashville, Tenn.—R. C. Anderson, of Atlanta, and Jack Prince have leased the horse show building and have planned the construction of a coliseum, which it is hoped to have finished in time to have races this spring. According to Anderson, he and Prince hope to establish a racing circuit with tracks at Nashville, Memphis, Atlanta, Savannah, Jacksonville and New Orleans.

HARDWARE DEALERS' RECORD--Continued

Changes.

Palmer, Mass.—Whitcomb & Faulkner have opened a branch Hardware store in Springfield, on the corner of Hancock and Walnut Streets William D. Tuthill, a clerk in the Palmer store, has been placed in charge.

Pine River, Minn.—Bert Wideman, who conducts a general store, has just opened a line of Hardware.

Rayne, La.—The stock of the Crowley Hardware Company of Crowley was bought and moved to Rayne by E. Hockaday & Co., who have commenced business in the Brunner Block.

Sauk Center, Minn.—The Schleusener-Ingram Hardware Co. has amended its articles and will in the future be known as the Schleusener Hardware Company.

Seymour, N. Y.—R. Schinck & Son have dissolved partnership. The new firm conducting the Hardware business of the old firm now consists of R. Schinck, Emil Krause and R. Kuehne.

Toledo, Ohio.—Milner & Company have secured a contract of sale for the Norton Bros.' Hardware stock, which for the past two months has been in the hands of a trustee.

Waterbury, Conn.—Strong & Munsell, the Hardware firm, have dissolved partnership. Mr. Strong continues to do business at the old stand.

Wichita, Kan.—Gus Warnhoff and J. N. McClees have purchased the business known as the G. R. Follett Hardware Company. The consideration was $20,000. The business will be carried on at the place it now occupies.

Wichita, Kan.—The Cribben & Sexton Hardware Company of Chicago have opened a branch house in this city, North Water Street. The city offices of the company are with Warnhoff & McClees, with George W. Howard, as manager.

Yale, Mich.—Charles Rounds has purchased the interest of his partner, Frank Van Camp, in the firm of Rounds & Van Camp, and will hereafter conduct the business alone.

York, Neb.—E. V. Zimmerer, who has been in the Hardware business since 1877, has sold a half interest in his business to Ed McMullen of McCool.

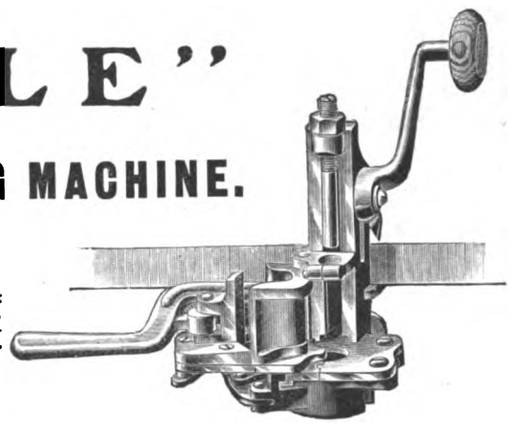
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THE NEW

"INVINCIBLE"

PATENT

HAND POWER BOTTLE CORKING MACHINE.



IMPROVED TYPE.

The only machine of its kind fit to be handled as shelf goods.
Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.
Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**

HUGO REISINGER, Manufacturer,

HOWARD E. CASE & CO., Export Agents, 116 Broad Street, N. Y.

11 BROADWAY, N. Y.

NO BETTER SPRING and Summer line than FISHING TACKLE. No Better place to buy it than from the manufacturers at Utica, N. Y.

CLARK, HORROCKS & CO.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

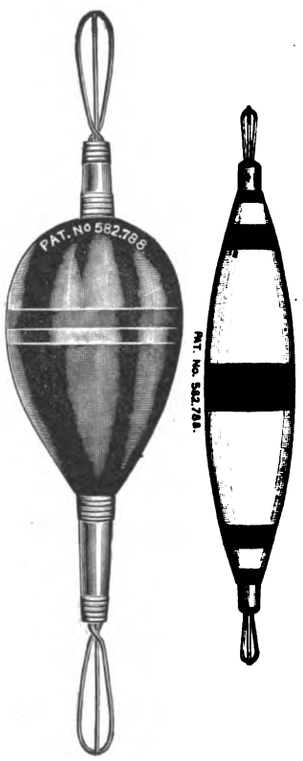
HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. **WORCESTER, MASS.**

You Hit it Right

When you purchase

Mast's Patent Floats

for 1904. They are the best Fishing Floats afloat. They are faultless, and satisfy the most discriminating sportsman.



The material of which they are made is tougher, lighter and more buoyant than cork. Practically indestructible. They have proved business baits for sportsman's trade.

Stop and consider our Patent Floats before sinking your money into inferior goods for 1904.

J. M. MAST MFG. CO.
Lititz, Pa., U. S. A.

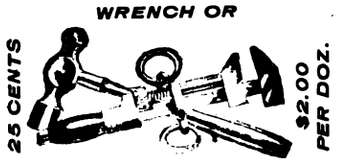
The Original Sandage Steel Skein.



We also manufacture all kinds of Cast Skeins and Wagon Castings. Ask for Catalogue and prices.
Sandage Steel Skein Co., SO. BEND, IND.

A Perfect Model

WRENCH OR



HAMMER

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone Handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, **on consignment,** to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.



The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

STYLE OF IMPRINT

123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

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BERGER'S METAL CEILINGS

Cielos Rasos de Metal de Berger

Es seguro que se consiguen

Buenos Negocios

con los Cielos Rasos Artísticos de Metal, para todas clases de edificios, fabricados por esta casa que es la más importante del mundo en la manufactura de hojas metálicas.

CONSULTESE

El "Classick" de Berger

Estamos en las mejores condiciones para cooperar con nuestros favorecedores. Sin recargo ninguno les suministramos planos con todas las dimensiones, mostrando combinaciones convenientes para cielos de cualquier habitación, para las cuales deseen hacer presupuestos.

Esto por sí mismo les ayudará à conseguir trabajos. Ver el "Classick" de Berger es desearlo.

The BERGER MFG. CO.
Canton, Ohio, E. U. A.

Departamento para la Exportación:
210 East 23rd Street, NUEVA YORK

Dirección telegráfica,
"Bergeroof."
Código Lieber.

TRADE NOTES

Kingston, N. Y.—The Hardware and harness business of Platt N. Paine at No. 320 Wall Street has been purchased by the King Hardware Company, who will continue it.

LeMars, Iowa.—H. A. Prush bought the interest of Magnus Sauer, partner in the Sauer & Sauer Hardware firm. The firm will be known hereafter as Prush & Sauer. Magnus Sauer will retire from business life.

Lincoln, Neb.—A. E. Small & Company, Hardware dealers, have moved from their old location and are now in the Swoboda Building on Main Street.

Lincoln, Neb.—J. H. Nelson and C. A. Nelson succeed Nordquist Bros. in the Hardware business.

Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS.
NEW YORK. CHICAGO. ST. LOUIS.



"GRAND RAPIDS" ALL-STEEL SASH PULLEYS

are guaranteed to carry double the weight and wear longer than any others. Easier to mortise. Just bore three holes. Simplest in fastening. No nails or screws. Samples free! Manufactured by

GRAND RAPIDS HARDWARE CO.,
19 Pearl St., GRAND RAPIDS, Mich.
ALL JOBBERS.

"BLUE BOOK" CREDITS OF THE HARDWARE IRON & METAL TRADES.

We have just issued the most complete and reliable book of credit ratings for this special branch of trade that has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The ***paying record*** is based upon ***ledger experience*** of credit men everywhere.

You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a ***specialty*** of it?

Terms of subscription can be had by addressing

Iron and Hardware Mercantile Agency,

BOSTON, 157 Federal St.
NEW YORK, 290 Broadway.
CINCINNATI, 106 East 3d St.
CLEVELAND, 844 Society of Savings Bldg.

RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

GOOD CHISELS

ANDERSON QUALITY

Neatly packed and Labeled.

If your jobber doesn't handle them write us direct. Don't take cheaper makes that cost you just as much as the Anderson.

W. H. ANDERSON & SONS
Detroit, Mich.

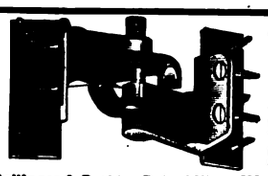
HORSESHOE MAGNET HAMMER

WARRANTED.



Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades

Superior to any Magnetic Tool heretofore made.
Arthur R. Robertson, Patentee and Sole Mfr.,
144 OLIVER STREET, - - BOSTON, MASS.



Automatic Gauging and Double Hold Pat. Blind Hinge.

Use on New and Old. Locks itself when open. Very strong. Can't pull off. Different sizes.

Baltinger & Berkley Patent Hinge Mfg. Co., St. Louis, Mo.

200-EGG INCUBATOR $12.80

This perfect 200-egg Wooden Hen at $12.80 is a startling trade innovation. It will do the work of the most costly hatcher, and always keeps in order. Hatches every fertile egg. Catalogue with fourteen colored views sent free.
GEO. H. STAHL, Quincy, Ill.



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A Most Severe Test---But

W

A Pleased Customer

HUB FORGE
241 State Street

Boston, July 30, 1902.

Putnam Nail Co.

Gentlemen:

After 6 months' use of your Putnam Nails, covering Fly Time as well as Sharpening, we have nothing but words of praise for them. They are all you claim and have given us the best results and satisfaction of any we have ever used.

Shoeing as we do, from fifty to seventy-five horses per day, we could not afford to go back to any of the other manufacturers' brands at any price.

If your present good driving qualities, uniformity and toughness are maintained, you will sweep the country.

THE HUB FORGE,
Muldown & O'Brien, Proprietors.

Putnam Nail Company

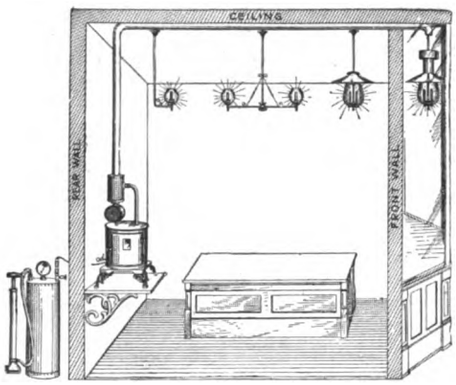
Neponset, Boston, Mass.

The New Putnam Horse Nail
Has Been Equal To It

HARDWARE

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SPECIAL OFFERING.

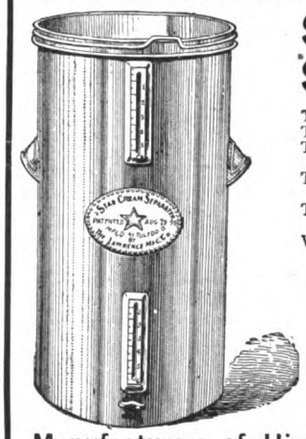


As an inducement to have you light your premises with our Air Light System and to further demonstrate its superiority, we will ship to any responsible party, a lighting plant, payable in monthly installments.

We guarantee these lighting systems to produce the cheapest and best light you can obtain. Send in your diagram for estimate of cost, and information.

WHITE MFG. CO. 193½ Michigan St., Chicago, Ill.

PERFECT AND WITHOUT A PEER ARE



STAR CREAM SEPARATORS

They are the most simple.
They require the least labor to operate.
They are the most thorough, raising every particle of cream.
They make from 20 to 30 per cent. more butter.
They require no ice or attention to temperature.
We solicit trial orders that you may test the merits of our goods. An introduction only is necessary in order to create a demand and assure a large sale. For best export prices see price current of this journal and watch this space for further information.

LAWRENCE MFG. CO.,
Toledo, Ohio, U. S. A.

Manufacturers of High Grade Dairy Supplies.



THE "Gurney" is leader in style and finish, and first class in every particular.

The "Gurney" is packed with mineral wool and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" can be kept absolutely pure and clean by the use of Removable Galvanized Ice Compartment.

We also manufacture the "La Belle" and "Cold Wave" lines of Refrigerators.

Largest and best equipped refrigerator factory in the United States.

Capacity 200 refrigerators per day.

Ask for catalogue.

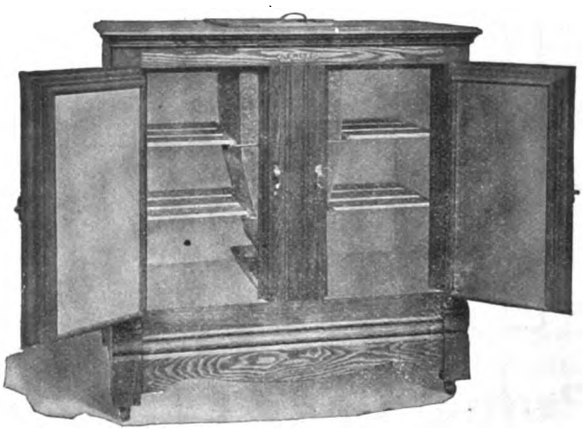
REMOVABLE

Pan Refrigerators

THREE STYLES
(Patented)

OPAL GLASS LINED
With Tinned Wire Shelves.

ZINC LINED
With Galvanized Iron Shelves.



REMOVABLE

Pan Refrigerators

THREE STYLES
(Patented)

OPAL GLASS LINED
With Tinned Wire Shelves.

ZINC LINED
With Galvanized Iron Shelves.



WE MAKE

THE FINEST

Glass Lined

REFRIGERATORS

ON THE MARKET

SEND FOR CATALOGUE

The John C. Jowett Mfg. Co.
BUFFALO, N. Y.
55TH YEAR



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and be convinced that . . . .

LARGE BILLS

for incidental tailoring; trouser and skirt pressing, are considerably cut down and kept down by the constant use of the

Up-to-Date Hanger

It saves pressing them.

Made of Spring Steel, finished in bright lustre black enamel.

Ten Cents

buys it, and our attractive display box helps sell them.

Special Offer

to hardwaremen who have never bought them.

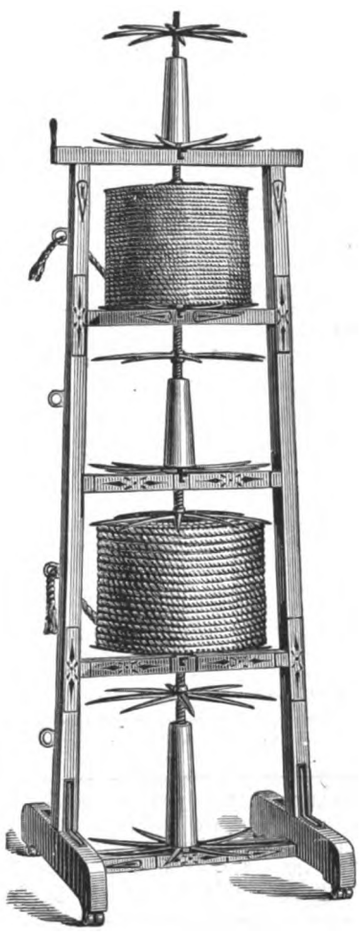
Mention HARDWARE when writing.

Caldwell Mfg. Co.
Rochester, N. Y.

Unbelievers

are being converted as fast as we can get a whack at them to use our

Patent Ropo Reel



EVERY HARDWARE MAN, handling rope, needs it.

No recoiling necessary. Rope is placed upon spools in the shape the coils come. Made of best material, nicely finished and varnished.

***The* Udell Works**
Indianapolis, Ind.



How Difficult To Keep Up

With the growing demand of progressive mechanics for the best down-to-date Edge Tools! For decades

White's Edge Tools

have been equal to this growing demand for perfect Edge Tools.

They are built by the highest grade of workmanship and material.

They are sold on our strong guarantee and strictly on merit.

Used by the most progressive mechanics. That's why most Hardwaremen prosper by selling them.

L. & I. J. White Co.
Buffalo, N. Y.

Do you handle OHIO WATER TIGHT STEEL HODS?



We have created a demand for these goods that must be supplied, and you should be getting your share of this trade.

They are absolutely WATER TIGHT, the back end being folded like the corner of a dripping pan. No slitting or piecing.

They are light, yet strong and durable. We use a good iron paint, drab in color, which makes them very attractive and if placed where masons can see them, will sell themselves.

The adjustable malleable iron fork and socket, admits of the replacing of a broken handle or taking up shrinkage in a few moments.

Made exactly as represented in cut.

Write to-day for prices. Orders filled promptly.

The GEAUGA MANUFACTURING CO.
Painesville, Ohio.

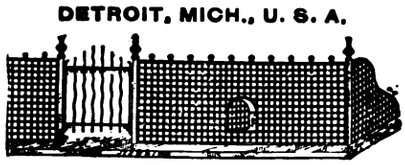
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BUFFALO WIRE WORKS CO
FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

GOOD AGENTS WANTED TO SELL



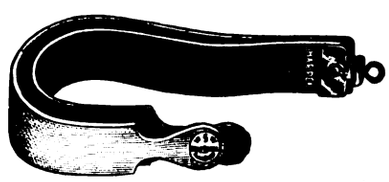
J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

No Honing Necessary
where the
W. & W. Self Honing
Razor Strop
is used



This strop is subjected to a chemical treatment (no grit) which will not wear off and which acts like magic on a razor.

Will not injure the most expensive razor and is always ready for use.

Liberal Discounts to Dealers.

American Razor Strop Co.,
Fremont, O.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad received less than three lines.*

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

For Sale.

FOR SALE—Old and well established retail business located on one of the principal thoroughfares of St. Louis, enjoying a good cash trade and carrying a clean and modern stock of Hardware, House Furnishing and Fancy Goods. For particulars address A. B. C., care HARDWARE. (84)

Salesmen Wanted.

SALESMEN WANTED--Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

EXPORT AGENTS
BECHTOLD & WOOD,
54 Stone Street. New York City.

Desires to represent for export Manufacturers of Household and Hardware Specialties, Cutlery etc. Builders and Contractors supplies. First-class references given.

Wanted.

WANTED—First class traveling salesmen who are acquainted with the retail hardware trade in the Eastern cities. A good proposition for the right man. Address this paper giving full particulars, etc., as to qualifications. Address M. I., care of HARDWARE. (83)

WANTED—Position in retail Hardware store by young man twenty-three years old, having three years' experience as salesman with firm dealing in Hardware and farm implements. Best references. Address "L," care of HARDWARE.

WANTED—A good live hardware man to take an active working interest of not less than $2,000, in hardware store with paid up capital of $10,000. Located in Rocky Mountain city of 6,500 people. Address S. T., care HARDWARE.

Improved Natural Stone
Germ Proof Water Filters

Every Filter guaranteed perfect and absolutely germ-proof.

Display Card with every shipment.

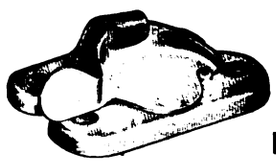
Send for prices and discounts.

We manufacture Sanitary Stone ware of every description.



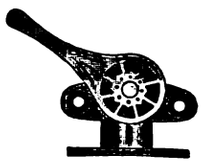
Fulper Pottery Co. Flemington, N. J.

MONITOR SASH LOCKS



NEVER BREAK. Oporate Porfeotly

TWO SIZES
ALL FINISHES



CHAMPION SIDE LOCK

New Catalog of Hardware

Specialties Ready

The Champion Safety Lock Co., Geneva, Ohio

To Let

Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.

Wanted.

WANTED—Situation in Hardware store 10 years' experience in good country retail store. At present employed; unmarried. Wages moderate if good and chance to advance. C. H., care of HARDWARE, 309 Broadway, N. Y.

WANTED TO BUY—Hardware store, $2,500 to $5,000; vicinity of New York, Connecticut, New Jersey or Pennsylvania; or will rent store for Hardware. C. H. H., care of HARDWARE.

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For Automobiles and Motor Boats

Price complete in handsome Rattan Basket, $15.00.



HARRIS
Fire ESCAPES

(PATENTED)

Steel Cable Ladder

Tested 2,500 Lbs.

IN HANDSOME METALLIC CASE

Beneath Window—Inside Building

200,000 In Use Throughout the World

For City Home or Country House

CATALOGUE FREE.

Harris Safety Co.
St. James Building
New York

TELEPHONE, 513 MADISON

Salesmen Wanted.

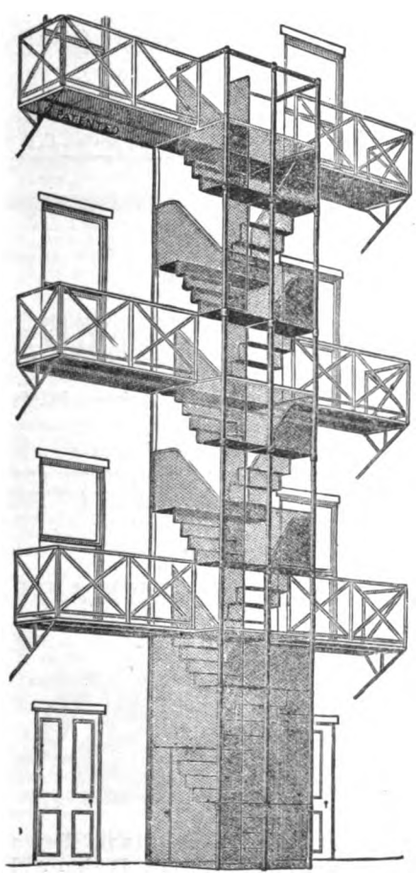
Endorsed by over 500 Fire Chiefs in U. S.

Specified by Leading Architects everywhere.

The ONLY successful Fire Escape on the market.

Officially approved by Authorities of the great cities in the United States.

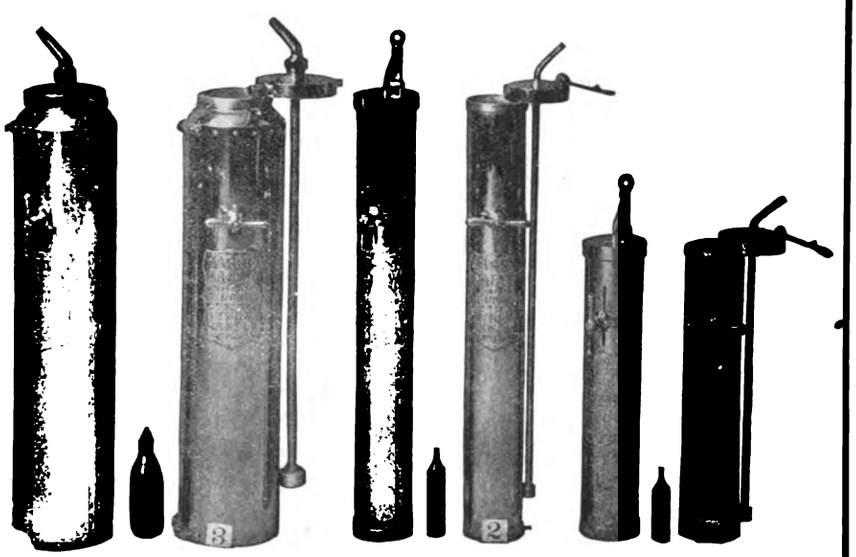
Prices according to length, $15.00 to $100.00.



National Stair Fire Escapes

For Schools and Public Buildings.

Scale drawings and prices furnished.



"Harris Safety" Liquid Chemical Fire Extinguishers Nos. 1, 2, 3

For Homes, Hospitals, Hotels and all Public and Private Buildings.

No. 1, $8.50. No. 2, $10.50. No. 3, $25.00.

Fire apparatus is a necessity in EVERY class of buildings.

We want the Best Hardware Store in Every City and Village to act as our representative.
LIBERAL DISCOUNTS. CATALOGUE FREE.

HARRIS SAFETY COMPANY,

1133 BROADWAY
NEW YORK

Engineers, Contractors, Manufacturers, Fire Appliances.

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. *Send for Catalogue.*



Greenerd Arbor Press

It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

SEND FOR CIRCULAR.

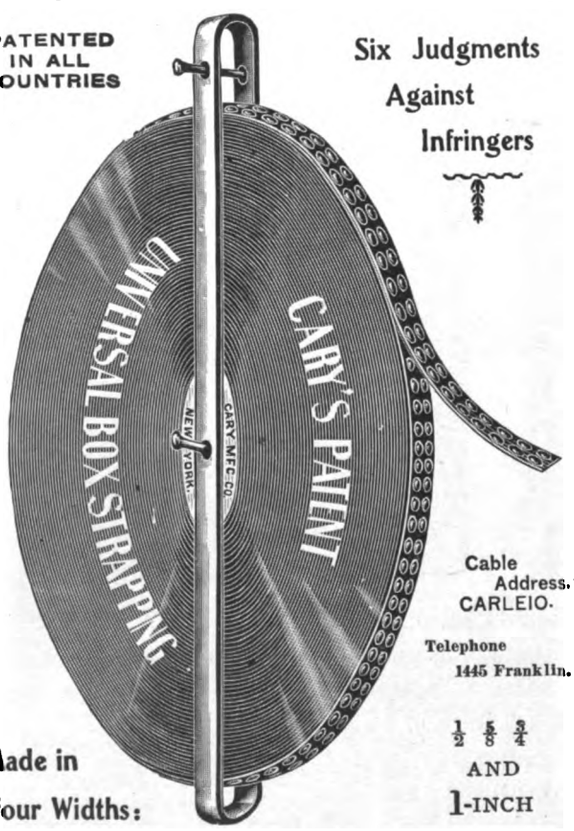
Chandler & Farquhar Co.

131 Congress St., Boston, U. S. A.

Cary's Universal Box Strap.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers



Cable Address. CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., New York.

BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

ATKINS ALWAYS AHEAD!



Atkins High Grade Silver Steel Hand Saws excel in Material, Temper, Workmanship, Design and Finish. Nothing overlooked in manufacture that adds quality to the saw.

E. C. ATKINS & CO., Inc.,

Branch Houses:
New York City, 64 Reade Street.
Chicago, Ill.
Memphis, Tenn. Atlanta, Ga.
Minneapolis, Minn.
Portland, Ore.
Seattle, Wash.
Toronto, Ont., 30 Front St., East.

Factories and Home Offices,

INDIANAPOLIS,

Ind.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B. 60c
G. D. ..... per M 34@ 35c
F. L. ..... per M 40@ 45c
G. E. ..... per M 50@ 52c
Musket ..... per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M ..... 90&5%
B. L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal, Rim, $2 75 ..... 10&5%
B. B. Caps, Con. Ball, Swgd $1 90
B. B. Caps, Round Ball $1 49
Cent. Fire, ... 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges ..... 60&5%
Climax, Club, Rival, 10 and 12 gauge ..... 65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge. 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge 20%
Climax, Union League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder 40%
Loaded with Smokeless Powder, medium grade ..... 40&5%
Loaded with Smokeless Powder high grade ..... 40&10&10%

SHOT—

Drop, up to B 25 lb bag.. ..... $1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag 1.85
Chilled, 25-lb bag. 1.85
Dust Shot, 25 lb bag 2.25
Markle's Chilled 1 85
Raymond's Chilled 1.85
Sparks Chilled 1 85
Tatham's Chilled 1.85

GUN WADS—Ⓟ 1000—

B. E., 11 up ..... $ .60
B. E., 9 & 10 ..... .70
B. E., 8 ..... .80
B. E., 7 ..... .80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 & 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 90 ..... $3.00@$3.25

Adjusters, Blind—

Columbian 33⅓%
Domestic 33⅓%

Animal Pokes—

Iowa Farming Tool Co.:	Ⓟ doz.
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net $2 00
Burton's per doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1. ..... 75c
Per doz. pair, No. 4. ..... 1.00
Kohler's: Ⓟ gro.
Invisible, No. 3. ..... Net, $5.00
Perfect, No. 2 ..... Net, 7.20
Bolt Holder, No. 1. ..... Net, 9.00

Anvils—

American "Horse-Shoe" 9¼c
Arm & Hammer ..... 8½@8¾c
Eagle Anvils, Ⓟ lb, net ..... 7½@8c
Hay Budden, Wrought. ..... 9@9¼c
Horse Shoe Brand ..... 9@9¼c
Peter Wright's 10½c
Trenton ..... 9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 ..... 15&10%
Bench Anvils, Phoenix 40%

Augers and Auger Bits—

Boring Machine, Snells 70%
Com. Auger Bits ..... 70@70&10
Forstner Pat. Bits 25%
Ford Auger Bit Co.:
Auger Bits ..... } 40@40&10%
Car " ..... }
Machine Bits ..... }
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 33 ..... 55&10%
No. 10 Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits 60%
Extra 60%
No1. ..... 60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car 40%
Jenning's Pattern Machine 25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonner's Adjustable ..... $10.50@11.00
Cincinnati Nos. 1, 2 and 3 ..... 25&10%
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Swan's 20%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co. ..... 25&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, Ⓟ doz. $60 ..... 50%
Swan's 60%

DOUBLE CUT GIMLET BITS—

Common, net ..... $2.75@3.00
German Pattern, net ..... $1 00@4 25
Mayhew's Diamond Ⓟ doz. $1.25 ..... 40%
Swan's ..... 40&10%
C. E Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers ..... 60%&5%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co. ..... 40&10%
L'Hommedieu's ..... 15&10%
Snell's 70%
Watrous' ..... 33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad ..... 40&10%
Handled Scratch ..... 40&10%
Patent Peg 50%
Sewing, Com. ..... 85c@$1.00
Shouldered Peg 50%
Shouldered Brad 50%
Socket Scratch Ⓟ doz $1.00
Stanley Rule & Level
Handled Brad ..... 30&10%
Patent Pegging ..... 50@60&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, Ⓟ doz. $7.50; No. 20, Ⓟ doz. $10. ..... 60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50. ..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7. ..... 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50. ..... 30&10%

Axes—

First quality, best brands.... $6.50to$8.75
Ice, Bradleys. 30%
Bradley's wide bit, net $10.50
Long Island, net. 9. 25

HATCHETS—

Hunt's Underhill's or Blood's. ..... 40&10%
Plumb's:
Shingling, etc. ..... 33⅓&5
Broad and Bb'l. ..... 33⅓&5
Boys Axes. ..... 33⅓&5%
D. Simmons & Co.:
Broad ..... } 50&5%
Shingling and Claw ..... }
Lath, Hunters', etc. ..... }
Picks and Mattocks 50%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
2 " " " ..... .25 "
10 " firkins (6 in case). ..... $1.20 "
25 " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " ..... 9 00 "
200 " ¼ bbls ..... } .08½lb
375-400 lb " ..... }

Balances—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2 ..... 40%
Class D, E, F 30%
Class G 20%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00 ..... 75@80%
Tinned, each, $10 50 ..... 75@80%

Bells—

HAND—

Extra Heavy Brass ..... 60@60&10%
Light Brass ..... 60&10%
Pure Bell Metal ..... 55@60%
Silver Chime ..... 33⅓@33⅓&10
White Metal 60%

DOOR—

Trip, Gem ..... 50&10%
Alarm, Abbe's ..... 40@40&10%
Alarm, Yankee. ..... 50@55%
Gong, Abbe's ..... 40@45%
Gong, Yankee. ..... 50@55%
Lever, R. & E. Mfg. Co.'s. ..... 55@55&10%
New Departure. ..... 45@50%

COW—

Common Wrought 75%
Kentucky. ..... 70@70&10%
Kentucky, Sargent's List. 70%
Texas Star 70%
Western, Sargent's List. ..... 70@70&10%

Bellows—

Blacksmiths' 70%
Hand. ..... 25&10%
Moulders' ..... 25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless stitched... 45%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para. ..... 40&10%
Reliable ..... 50&10%
Staple. ..... 60&10%

Belting, Stitched Cotton—

Sphinx Brand 60%
Competition Brand 70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Phoenix 50%
Seymour Smith & Sons. ..... 25&10%
Miller's Falls. ..... 15&10%
Weston's 40

Binder Twine—

	Per Pound
Sisal.	10c
Standard	10c
Standard Manila	11c
Manila	11½c
Pure Manila	12½c

Bit Holders—

Angular 45%
Extension:
Barber's, Ⓟ doz. $15.00 ..... 45@50%
Ives' Ⓟ doz. $30.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic. Ⓟ doz. $3.00 ..... 33⅓%
Excelsior Ⓟ doz. $10.00 ..... 50&10&5%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity Ⓟ gr. $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel 75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel ..... 60&60&10%
Eddy's ..... 60@10&70%
Harts' Steel. ..... 50@60&10%
Iron Strapped, Japan'd Sheaves 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japan'd Sheaves. 65&10%
L. V. Sheaves 40%
Lance:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block. ..... 50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.... 60&10%
Cast Iro Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 75@10%
Wrought Barrel Bol's, Griffin's 75&10%
Wrought Square. ..... 50@50&10%
Wrought Shutter, Standard list 40&10&10@50&10%
Wr't Sunk Flush, Sargent's list 50@60&10%
Wr't Sunk Flush, Stanley's list. 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list ..... 50&10@60%
Wrought Spring, Sargent's.. 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Pl in Nuts.. ..... 75&10%
Machine, Plain Nuts ..... 75&10@77½&10%
Carriage, Common ..... 75&5@75&10%
Phila., Eagle, list May 24, '99 ..... 60%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99. 72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common, ... 72½&10%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow 60%
Stove, ... 80%

MISCELLANEOUS—

Stak 60

Bone Mills.

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 20@25%
Each $1.25, $1.55, $3.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔&10%
Common Ring ..... 20&10%
Ives ..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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A Step In Advance

The New Model "Elm City"
STAPLE PULLING PLIER

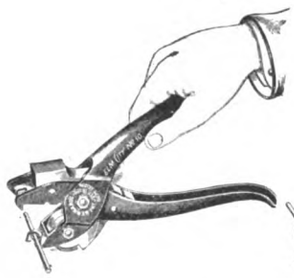
is a distinct step in advance of any STAPLE PULLING PLIERS on the market to-day

Six tools in one: Staple Puller, Wire Splicer, Plier, Cutter and Hammer combined.

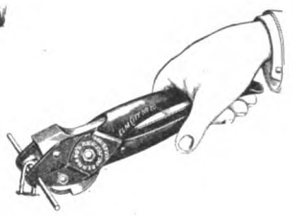
Does rapid, accurate and high-grade work. Is convenient, durable and powerful. Will cut No. 7 wire.

Furnished with bright steel interchangeable cutters; black finished handles.

Gripping the Staple



Pulling the Staple



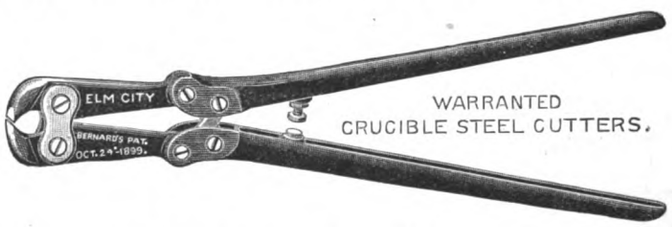
Gripping Wire before Splicing



Splicing the Wire



"ELM CITY" END CUTTING BOLT CLIPPER



Japanned Handles. **Will cut ⅜ in. Bolts and Rivets.** Interchangeable Parts

For Saddle-Makers to cut off the end of bolt, fastening check-rein hook.

Boat-Builders to cut off ends of bolts and rivets which fasten sides to the ribs and keel.

Fire-Proof lathing workers for overhead work and reaching places inaccessible with other tools. Also useful for Machinists, Wagon-Builders and Blacksmiths.

The William Schollhorn Company

New Haven, Conn., U. S. A.

Manufacturers of "Bernard's Patent" Pliers, Nippers, Belt and Ticket Punches, etc.

Catalogue and Price List on application.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's. in case lots:
"Universal,"....20&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114....50&10%
No. 208@214....50&10%
Lancaster Mach. & Knife Works....50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's....50&10@60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....80&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard, List, June 24,1903....90%

Bull Rings—
Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s..30&10@40%
Sargent's....50%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....30%
New Haven Edge Tool Co.'s....40%
P. S. & W....50@50&5%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—

BRASS—
Cast Brass, Tiebouts....50%
Wrought Brass, list Sept.'96 30@30&10%

CAST IRON—
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%

WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75&10%
Loose Pin....75&10%
Loose Pin, Ball and Steeple Tip....66⅔%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call:
Wing....60%
Double....65%
Inside and Outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....40%
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ doz., $3.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Martin's Patent (Phœnix)....45%
Plate....60@60&5%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%
Tucker's Patent, low list....80%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and Halter Chains:
"American"....40@45&1%
"Niagara"....45@50&5%
"Eureka"....45@50&1%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$3.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
} 40%
Galvanized Pump Chain....4½@4¾c
German Coil, list July 24, '97...60&10@60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60,&10&10%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport Trace chains....65%
Stake " 65%
Heel " 80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....40&5%
Sisal....20%

Chain Guards—
Aluminum S. & N. Co....50

Chain Hoists—
Moore's "Anti-Friction"....30%
Moore's "Differential"....50&5%
Moore's Hand Hoist, with brake....20%
Moore's Trolleys and Hoists....30%

Carpet Stretchers—
Montross' "Excelsior,"...₩ doz., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₩ doz.,...80c
Phoenix....50%
Socket....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Mix....
Ohio Tool Co....
P. S. & W....
Swan....
Witherby....
} 70
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels....30&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%

COLD CHISELS—
Good quality, ₩ lb....15@18c
Snell's Best C. S....50&10%
Cronk's....50%

Clamps—
Phoenix:
Mal Screw....60&5%
" Cabinet....40&10%
" Quilt Frame....40%
Adjustable....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....20%

Coffee Mills—
Box and Side....60%
Enterprise Mfg. Co....25@30
Lane Bro's Co....30%
National Specialty Mfg. Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension....40%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%
Wright's....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....20@20&5%
Beatty's....33⅓%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson....₩ doz $10.00
Williamson's....40%

Corn and Fodder Compressor—
J. B. Hughes', ₩ dozen net....$8.00

Corn Hooks ₩ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....20%
Dixons: ₩ gro.
Eclipse....7 in.$3.75 9 in.$4.88
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue$9.00

Curry Combs—
Fitch's List....net prices
Kohler's....40%
The Metal Stamping Co. Ideal,..30&10%
New York Stamping Co. List, Sept. 17, '97....40%
Phoenix....40%
Perfect....40%
Rubber, ₩ doz. $7.50....30&10%
Southington Cutlery Co.'s....30&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....50&10@60%
Home....50&10
Ogden's....33⅓&40%
Pullman's Screen....₩ doz. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....20%
Phœnix....33⅓%
Perfect....65&10&10
Pullman, Coil....20%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 39 in. ₩ doz., net...$1.25
" " 48 in. " " ... 3 50
Victor, Coil....50&10&10%

Drain Cleaners—
Iwan's Adjustable....50%
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Adjustable Handle....25@25&10%
Bradley's....40&5%
Swan's....70@70&10%
Jennings & Griffin....65&2&10%
Ohio Tool Co....70@70&10%
P. S. & W....70@70&10%
Witherby....70@70&10%
Watrous....16⅔&10%
L. & I. J. White....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5&40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3 00..15&10%
Ratchet, Billings' Double Acting..33⅓%
Stearns' Bench....30%
Upright, B. & P....50%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00....33⅓%
Wilson's Drill Stocks....10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co....30%
Enterprise Mfg. Co....25@30%

Egg Beaters—
Keystone....33⅓%
Spiral....₩ gro. $4.25@$4.50
Standard Co....Net prices.
Taplin Mfg. Co....Net prices.

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A NEW LIGHT

Don't be the slave of out-of-date methods of lighting.

"THE ANN ARBOR GASOLINE LIGHTING SYSTEM"

will free you from the grip of the gas and electric lighting companies. It will enable you to have the brightest store in the street, at about one-tenth of the cost of gas or electricity.

These facts are proved every day by merchants who use our light. You can prove them at our expense by writing for

OUR INTRODUCTORY OFFER

We also manufacture a superior line of independent arc lights, and gasoline lamps for the house. We want live, hustling dealers who wish to represent a profitable, money-making line. Exclusive agency given.

Our book on "Light" is free. Write for a copy and full particulars to

SUPERIOR MFG. CO., 210 Second St., Ann Arbor, Mich.



Household Brushes

of all descriptions

Midland Brush Mfg. Co.

263 West Lake St.

Chicago.

Send for catalogue.

STRONG TAGS For SUBSTANTIAL BUSINESS.

WIRE STRUNG TAGS A SPECIALTY



THE AMERICAN MFG COMPANY.
BATTLE CREEK, MICH.
MANUFACTURERS OF
SHIPPING TAGS.

STRONGEST SHIPPING TAGS IN MARKET

WINTERTON METAL POLISH

FOUR GRADES.

One for Old Brass,
One for Hot Brass,
One for Bright Iron.
Also Liquid Polish.

W. W. CALLERY & CO.,
PITTSBURG, PA.

RELIANCE GASOLINE AND OIL STOVES



You Want to Handle

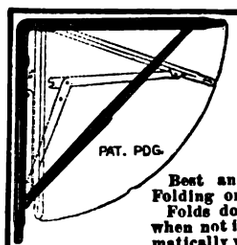
a distinct advance in Wickless Oil Stoves We have it. Burner two piece, full brass. Flame operated like gas. A profitable seller.

Also full line of Junior Gasoline Stoves New designs. Prices right. Send for booklet and interesting quotations.

Shelby Stove & Mfg. Co.,

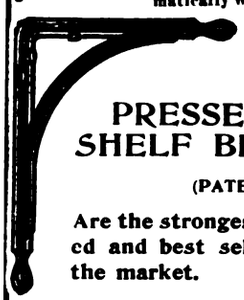
200-6 Broadway, - - Shelby, Ohio.

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GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

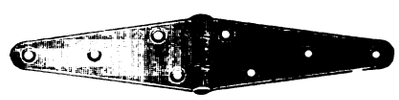


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PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

The PRIMO



Gasoline Systems, Gas Machine and Lamps are FAMOUS.

We will ship on 10 days trial to reputable merchants.

Write for New Catalogue.

WINDHORST & CO.,

102 N. 12th St. ST. LOUIS, Mo.

"Mather Thousand Mile Axle Oil"



A pure lubricant especially prepared for all carriage axles. Guaranteed to run longer than any other oil or grease made.

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Commercial Oil Co.

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P. O. Box, 163,
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A RED HOT SELLER

Glogau's

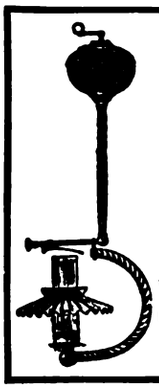
Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour Burns odorless, wickless, and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S." and is NICKEL-PLATED. Accept no other.

Retails at 75c. Sample sent anywhere. Exp. paid on receipt of 50c.

GLOGAU & CO. 21 QUINCY ST. CHICAGO.



THE "CROWN" INCANDESCENT GASOLINE LIGHTS

Latest and most Perfect on the Market

Write for Catalogue and Prices

The Whiteman Mfg. Co.,

CANTON, OHIO.

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Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb. 10c
No. 54 to 150, ₩ lb. ..... 10c } 20%
Flour, ₩ lb. 8c

Enamelline— ₩ gro
No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.
"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3.25

Faucets—

Brass Globe Cocks ..... 65@65&10%
Brass Racking ..... 65@65&10%
Compression Bibbs ..... 65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh ..... 65&10@70%
Fin ..... 65@65&10%
Frary's Iron Petroleum ..... 60@60&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key ... 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40%
Lanes ..... $40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files ..... 30@30&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acorn 50%
Fulper's Natural Stone ... $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler ..... ₩ doz. 30.00
Gun Cleaner ..... ₩ doz. 4.20
Lightening Fish Scaler .. ₩ doz. 3.00
Fish Hook Shield ..... ₩ doz. 3.00

Fish Scalers—

Jovert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... net prices

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Geneva:
Two-Tine Hay and Boy ... 50&10&5%
Three Tine Hay and Boy ..... 60&5%
Sanford Pattern, Two and Three Tines ..... 50&10&5%
Four-Tine Hay 60⅔%
Long Three Tine, Grain, &c. .. 65%
Long Four-Tine Header, &c. 65%
Alfalfa, Deep Dish Header ... 65%
Three-Tine Baler 65%
Four-Tine Baler 65%
Barley and Grain ..... 60&20%
Champion Hay 66⅔%
Champion Manure ..... 60&15&2½%
Champion Header 65%
Four-Tine Manure ..... 60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks ..... 70&8⅓%
Potato Digging ..... 60&10%
Baling Press ..... 50&12½%
Stable and Fish ..... 50&10&5%
Heavy—
Sugar Beet 50%
Vegetable Scoop 50%
Coke and Coal 50%
Cotton Seed 50%
Sluice 50%

HEAVY FORKS—

Vegetable Scoop ..... } 40&10%
Sugar Beet ..... }
Barn ..... }
Sluice ..... }
Cotton Seed ..... }
Coal and Coke ..... }
Stone ..... }
Tanners' ..... }
Shaving ..... }
Oyster ..... }

Fruit, Wine and Jelly Presses.

Enterprise ..... 30@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse	$2.50	5@10%
Cotton Fuse	2.90	
Single Taped Fuse	3.25	
Double Taped Fuse	4.30	
Triple Taped Fuse	5.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc. 50&10@50&10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@20%

Graphite, Lubricating.

Dixon's Pure Flake
632— 1 lb. cans, ... 20 cts. ea.
633— 5 " screw top tin cans, 85 cts. ea.
634— 10 " " " $1.60 "
644— 25 " boxes, ... 15 cts. lb.
645— 50 " " ..... 14½ cts. lb
646—100 " kegs, ... 14 cts. lb.
647—350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%
P. S. & W ..... 30&10@40
Reading 60%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 40&5%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ₩ doz. net $1.50
Maydole's ..... 33⅓&5@40&10%
Phoenix, Tack ..... 40&10%
Peck, Stow & Wilcox 50%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 40&5%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... 70&2½%
3 to 5 lb ..... 70&12½%
Over 5 lb .....
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 8 2½ 40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25 ..... 25&10%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.
Chisel .....
Brad Awl .....
File ..... } 25@33⅓
Auger .....
Soldering Iron ..... }
Brad Awl ..... ₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.12@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork ..... 60@60&5%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles 60%

CROSS-CUT SAW HANDLES—

Atkins 40%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ₩ doz.
Lane's:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75

Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment.

Pullman's ..... ₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard ..... net, $3.85
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B438, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ doz. 50%
Wrought ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley ..... 60&10&10%

Hay Tools—

F. E. Myers & Bro.:
Comb. Car, Double Steel T $7.00
Comb. Car, Wood Track 7.00
Common 6 in. Wood Sheave Pulley Fig. 483 ..... ₩ doz. 3.96
D. H. Fork Steel Regular ... each, 1.00
Double Grapple Fork ... each, 7.00
Double Rail Steel Track, complete with clamps ..... ₩ ft. .20
Faultless Steel Frame K. P. Pulley, Fig. 485 ..... ₩ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ₩ doz. 3.80
Floor Hooks ¾ in ..... ₩ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ doz. 4.10
Hanging Hooks for Double Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in ..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in 1.30
Malleable Frame K. P. Pulleys, Fig. 676 ..... ₩ doz. 4.60
Malleable Rafter Brackets, ₩ doz.
Nellis Fork ..... each, 3.40
New Myers Iron Rod Car 7.00
Reed Wood Frame Pulley with Hook, Fig. 434 ..... ₩ doz. 4.00
Rev. Car., Double Steel Track 7.00
Rev. Car., Wood Track 7.00
Rope Hitch ..... ₩ doz. 3.00
Single Rail Car, Single Steel T 7.00
Single Rail Steel Track with clamps ..... ₩ ft. .20
Sprout's Shear Fork, each $1.50
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 3.80
Sure Grip Sling Car, Steel or Wood Track 12.00
Walker Fork, each 2.50
Wrought Rafter Brackets ₩ doz .70
Discount on above, 10%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw ..... 40&10%
Weymouth, Flat ..... 65&5%
Wadsworth's ..... 40&10%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 3½c. / 14 to 20 in., ₩ lb, 3½c. / 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges ..... 60&5% } Extra 10@10&5
Heavy Strap Hinges .... 60&20&10% }
Light T Hinges ..... 75&10&5%
Heavy T Hinges ..... 75&5%
Extra Heavy T Hinges ..... 60&20%
Hinge Hasps 70%
Corrugated Heavy Strap .60&20&10%
Corrugated Ex. Heavy T ..... 80&20

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 15%
Chicago 35%
Columbian Hardware Co.
American 30%
Gem 25%
Oxford 30%
Cabinet 30%
Showcase 40%
Columbia, No. 14, net ₩ gro. prs. $ 9.00
" " 18, " " 18.00
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₩ doz. $7.50 ..... 60%
N. E., Reversible, ₩ doz. $5.60 ..... 60%
N. Y. State, ₩ doz. $4.90 ..... 50%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ₩ doz. $4.20 ..... 60%

BLIND HINGES—

Baltinger & Berkley ..... 50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Parker ..... 70&10%
Sargent's, Nos. 1, 2, 5, 11, 12 ..... 70&10%
W. H. Co.'s No. 2 Mortise Gravity .. 60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets. 50&10%

Hitching Cords—

Covert Mfg. Co 45%
" " " .....
Hitchers Stall 35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island 70%
Ladies', Boys' and Toy ..... 70&12½%
Onion, Turnip and Nursery .. 66⅔&12½%
Street and Mortar ..... 70&10&10%
Blackland or Southern Meadow .. 75&5%
Geneva Planters' ..... 75&12½%
Straight Shank Planters ... 75&10&7½%
Mississippi Planters' ... 75&10&7½%
Geneva Cotton ..... 70&10&10%
Ladies' Cotton ..... 75&7½%
Cotton Chopper ..... 75&12½%
Rough and Ready Cotton ..... 75&10%
Weeding Hoes ..... 66⅔&15%
Turf Edgers ..... 50&15%

Hoists, Chain—

"Moores'," Anti-Friction 30%
" Hand Hoist 20

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PHILLIPS WINDOW SCREENS

20th CENTURY The only practical adjustable Window Screen that will slide up and down.

***The* FLYER** The Standard Article in double frame steel center screens. Guaranteed to stay together and to adjust easily. The clasps do not come off.

***The* EXPRESS** Same as the Flyer. Cheaper finish.

***The* PERFECTION** A "Wing" screen. No center bars or double Wire Cloth. Beechwood, oiled.

***The* BONANZA** Same as Perfection. Cheaper finish.

***The* ACCOMMODATION** A low priced Window Screen.

WINDOW SCREEN FRAMES

PHILLIPS IMPROVED Has wood corner brackets. Strong and simple. Standard frame of the West.

NORTHWEST Sticks and cast iron corner brackets. Complete with lifts, screws and brads.

NEW YORK Similar to Northwest. Wire cloth moulding is wider.

SCREEN DOORS

AN ENDLESS VARIETY You will have to send for illustrated catalogue.

FINE SCREENS MADE TO ORDER

SUBURBAN PATTERN For good residences. Special materials. Fine workmanship. Progressive Hardware and Housefurnishing men send us many orders.

APARTMENT HOUSE Lower in price but of best materials.

***The* A. J. PHILLIPS CO. Fenton, Mich.**

Over 3 1-2 Acres of Floor Space. 22 Years Experience.

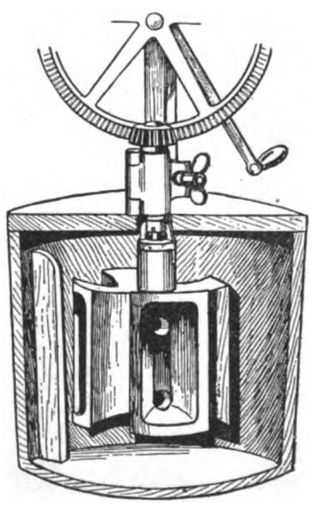
ONE

BUTTER IN A MINUTE

BUTTER OF THE FINEST QUALITY IS PRODUCED IN SIXTY SECONDS by the use of

The One Minute Churn

PROTECTED BY 57 PATENTS



THE only perfect milk and cream aerator churn on the market, making the best granular butter from sour or sweet cream in less time than any other churn.

Construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Special offer, good for 90 days. Catalogue on request. Mention HARDWARE.

Cable Address: "Minuteness" New York

The One Minute Churn Co., Inc.

Manufacturers and Exporters

I. M. MURPHY, President

9 OLD SLIP New York, U. S. A.

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INVINCIBLE

Is the one word which describes best the Gem Safety Razor

Invincible,

too, as a quick seller, simply because it is positively The Best Safety Razor on the market to-day.



"Invincible

in quality, workmanship and finish" is the estimate which millions of satisfied users have put upon the Gem because it has stood the hardest test.

The Gem Safety Razor

Brings Business continuously where other Safety Razors fail.



Back View



Holder Open

The best proof of this is a trial order for 1904. We give Rock Bottom Prices.



12 INCHES HIGH, 12 INCHES WIDE.

Our Catalogue tells a convincing tale. Write for it, mentioning HARDWARE.

OUR SILENT SALESMAN
furnished without charge with a small order for Gems.

GEM CUTLERY CO., 34 Reade Street New York, U. S. A.

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&10%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $3.50
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CORN—
Kretsinger Cut-Eay.....₰ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list..50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₰ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....80%
Hammock Hooks, E. C. Stearns, ₰ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c.
See Wrought Goods

HEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—
Belt.....75@75&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's.....60%
Cronks Grass.....₰ doz. $3 00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos.	6	7	8	9	10	
Anchor & New Haven	28c	21c	20c	19c	18c	40%
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c	80&10%
Essex	28c	26c	25c	24c	23c	40&10@60%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₰ lb						13c
Northwestern	26c	23c	23c	21c	20c	25@25&5%
Putnam	28c	21c	20c	19c	18c	33⅓%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western						9½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....$ 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45 & 5%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60 & 5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&80%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₰ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₰ doz. $6.00..25@30%
No. 34, ₰ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₰ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead, ₰ gr. .....$1.25@1.50
Carriage, Jap.....₰ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4 00
4 " 5.00
8 " 6.50
} 25%

Latches— ₰ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
₰ doz., net.....$80

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.
$6.00	$6.25	$6 50 each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

No. 1.	No. 2.	No. 3.
₰ dos. $12.00	$15.00	$24.00.....80%

Kobler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₰ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₰ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezer.
Berger Bros. ₰ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₰ doz. $6.50; 2, $3.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₰ doz. $9.00
Jennings' Star.....₰ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....₰ doz. $3.00 80&10@40%
Wood, Common, ₰ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s.
Hexagon.....2 .&10%
Iron Bench, new design.....25&10%

Litters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's..50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₰ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Col. ₰ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%

CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₰ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices

TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&5%
Lignumvitæ.....45@5&5%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos	1	2	3	4	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₰ dos. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4 50	$6

Hales.....70%
Home No. 1, ₰ doz. $22-75.....50&10%
Little Giant.....40&5%

Nos	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₰ doz.....40&5%

Nos	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₰ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₰ dos. $4.00,40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....80%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₰ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ₰ dos....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....85@85&10%

PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%

FURNITURE—
Antique Bronze.....10%
China.....35%
Fire Gilt.....10%
Plain.....40%

Nail Nippers—
"Gem," ⅛ gross lots, ₰ gross....$21.00
" less quantity, ₰ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....₰ dos. net $7.50
Black Hawk, ₰ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₰ dos. net $12.00
Eclipse.....₰ dos. 00, 25&10&10%
Eureka, No. 74.....dos. net $8.50
Eureka, No. 75.....dos. net 8.00
Giant, No. 1, ₰ dos. $18.00; No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....₰ doz. $18.00, 20%
National.....₰ dos. 24.00, 40%
Pelican.....₰ dos. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₰ dos. 4.25
" No. 3 D.....₰ dos. 3.75
Large,
" No. 2 B.....₰ dos. 4.75
" No. 2 D.....₰ dos. 4.00

Nail Sets

	₰ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....₰ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7 50
Needles.
Shrimpton's Mach (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₰ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$5.10
Hexagon, Plain	5.60
Square, C. T. & R.	5.80
Hexagon, C. T. & R.	6.60

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank	6.00
Hexagon, Blank	6.50
Square, Tapped	6.00
Hexagon, Tapped	6.50

Oilers—
Brass and Copper.....60@60&10
Cushman & Denison's: ₰ dos.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel Anti Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb
" Small " ..10 c " "
Queer Creek Axe ...20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita....60 c ₰ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round Edge Slips.....90 c " "
No. 1 Washita, Round Edg Slips.....70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓%

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PUMPS

AND

HYDRAULIC MACHINERY

MANUFACTURED AT

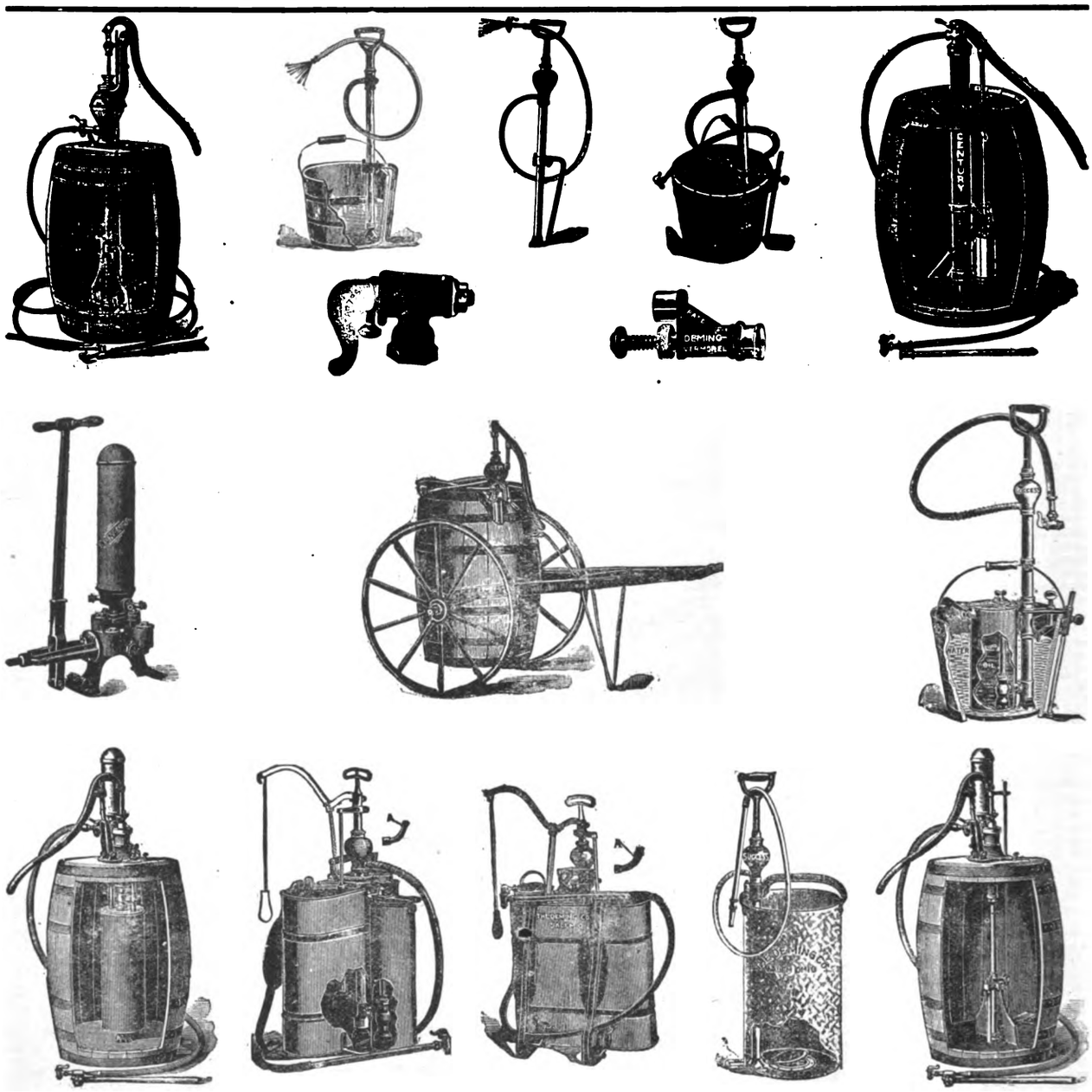
THE BEST EQUIPPED PUMP FACTORY IN THE WORLD

BY

THE DEMING COMPANY, SALEM, OHIO, U. S. A.

HENION & HUBBELL, General Western Agents, 61-69 N. Jefferson Street, Chicago, Ill.

ILLUSTRATIONS OF DEMING SPRAYING APPARATUS



HAND AND POWER PUMPS

FOR ALL PURPOSES

THREE DISTINCT CATALOGUES GENERAL LINE OF PUMPS, POWER PUMPS, SPRAY PUMPS.

GENERAL AGENCIES:
HENION & HUBBELL, Chicago.
ENGLISH SUPPLY & ENGINE CO., Kansas City.
HARRIS PUMP & SUPPLY CO., Pittsburg.
W. P. DALLETT, Philadelphia.
CHAS. J. JAGER CO., Boston.
SYDNOR PUMP & WELL CO., Richmond, Va.
CRANE CO., San Francisco, Los Angeles, and Portland.
RALPH B. CARTER CO., 47 Dey St., New York.

NEW YORK OFFICE, 56 Pine Street.

Orders Executed Through New York Export Merchants.

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Pikes
Wasmita and Arkansas Stones, mounted in polished hard wood cases, all sizes ... 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " " } 40%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" ... 50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 50%
Extra... 60%

MISCELLANEOUS— ₩ lb
American Packing..... 9c@10c
Cotton Packing..... 13c@14c
Italian Packing..... 10½c@12c
Jute... 5c@5½c
Russian Packing..... 12c@13½c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin 5.00
Bonanza.....each 6.50
Dandy .....each 7.50
Eureka, 1898 .....each 20.00
Family Bay State.... ..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 72 ..... 4.00
Reading, 78..... 7.00
Turntable, 1898 ..... 6.75
White Mountain..... 6.00

POTATO— ₩ doz.
Victor..... $60 00
White Mountain..... 6.00

Pencils

Dixon's: ₩ gro.
Carpenter's.....$3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored .....$4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—

Plumb's:
Railroad or Adze Eye.....60&5

Pipe Hangers, Conductor—

Iwan's, Perfection, Wire 50%

Plan'ses and Plane Irons—

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality .....50&10%
C. E Jennings & Co.....50&10%
Molding..... 33 1-3%

IRON PLANES—

Chaplin's Iron Planes .....50&10
C. E Jennings & Co., Iron..... 50&10%
Sargent's..... 50&10&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%

PLANE IRONS—

Auburn "Thistle" .. } 30&5@30&10&5%
Ohio ..... }
Sandusky ..... }
Buck Bros..... 30%
Butcher's.....$5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—

Button's ..... 60&10@70%
Carew's Pat. Wire Cutters..... 25%
Cronk & Carrier:
Pliers
No. 1..... 60&10%
" 20..... net, $9.00
" 40..... 75%
" 50..... 80%
" 65..... 40%
" 70..... 50%
" 80 ..... 40%
" 85..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting..... 25%
P. S. & W. Box Joint .....40@40&10%
" Lap Joint.....40&10@50
P. S. & W. Tinners' Cutting Nippers.....30@30&10%

Plow Bolts—
See Bolts.

Plumbs and Levels—

Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists'..... 25%
Pocket Levels..... 70&10@75%
Stanley's ..... 40@40&10&10%
Stanley's Duplex..... 20@20&10&10%
Wood's Extension Sight 25@25&10%

Poachers—
See Egg Poachers.

Police Goods—

Tower & Lyon's 35%

Polish Metal—

Prestoline Liquid, New List 40%
Prestoline Paste .....33⅓@40%
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.N
½-lb. boxes, ₩ doz 1.35
1-lb. boxes, ₩ doz 2.35
U. S. Liquid, 8-oz cans, ₩ doz ... 1.35
₩ gross 13.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—

Dixon's Plumbago.....₩ lb
Joseph Dixon's.....₩ gro. $5.75, 10%
Gem.....₩ gro. 4.50, 10%

Poppers, Corn—

Round or square, ₩ doz. ₩ gro.
1 qt..... $ .75 $ 7.00
1½ qt..... .85 9.50
2 qt..... 1.15 10.50
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00..... 33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 13.00
New Champion.... " " 5.50
Rival..... " " 7.50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—

Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$6.00

Post Hole Diggers—

Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz net $6 50
Atlas Pattern..... ₩ doz. net $7.50

Potato Hooks, etc.—

Hoe Down Hooks.....75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks..... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ..₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 6 a 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P. S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners..... 75&10%
Wheeler, M. & C. Co.'s Combination .....₩ doz., $12 00, 25&10%

Pulleys—

Awning..... 60@60&10%
Axle..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling..... 50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley..... 60%
Fox-all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00..... 55%
Hay Fork, Harts, 4½-inch, ₩ doz., $3.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—

Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Dairy, net per doz..... $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 331, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 328, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump..... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump..... 15.00
No. 75, Fig. 333, 3½ in. Deep Well Pump 16.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 108, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 128, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 295, Fig. 389, Windmill Pump..... 12.50
No 295, Fig. 403, Windmill Pump 16 00
No. 440, Fig. 406, Regulator Pump 28.00
No. 355, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 493, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—

Semis & Call Co.'s:
Cast Steel Drive..... 50%
Check..... 50%
Spring..... 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'..... 40&5%
Spring, good quality, ₩ doz., $1.70@1.80
Spring, Leach's Pat..... 15%
Tinners' Solid, P. S. & W. Co., ₩ doz. .....$1.44, 50&10%
Tinners' Hollow, P. S. & W. Co.,...80%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.85 2.60
Barn Door, "None Better" No. 1, ₩ foot..... 3¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in .....net, 3.75
Stowell's Wrought Steel..... 35%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c..... 10@20%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Malleable..... 70%
New Champion 75%
Victor..... 80%
Anti-Clog Lawn 75%
Never Break Garden .... 75&10%
Queen City Lawn..... 40%
Kohlers:

	Net
Lawn Queen.....20,	$3.45
" " 24,	3.60
Jumbo Lawn.....36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden 10th..... ..	2.24
" " 12th.....	2.40
" " 14th.....	2.64
" " 16th.....	2.88

Geneva Garden and Gravel.....70%
Geneva Weeding Garden ..... 75&15%
*Tool Shank, Steel 70%
*Mall. Heavy Braced Curved ...70&10%
*Mall Light Braced Straight ..70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 .....70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—

Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—

Electric.....List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co..... 20%
Wosteoholm and Butcher, $10.00 to $..... 10%

Razor Hones.

Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—

New List, July 1, 1903:
Black Japanned.... } 70 to 75%
White Japanned... }
Bronzed Finishes .. }
Electro-Plated ..... }
Nickel Plated .... }
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—

Iwans' Volcaneo .....50&5%

Rifle Cleaners—

Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs ..... 50&50&10%
Hose with Burrs .....50&50&10

IRON OR STEEL—

New List, Jan. 8, 1904.
Tinners..... 75%
Miscellaneous..... 75%

Rivet Sets—

Regular List..... 70%

Rollers—Stay.

Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 etc

Rope—

Cotton Rope, Best, ₩ lb
¼ inch and larger 15½c
2d grade, ¼ in. and larger.....14½c
Jute Rope:
A grade..... 6½c
C grade.. 6
Manila:
7-16 in. and larger..... 12 c
⅜ in 12½c
¼ and 5-16 in..... 13 c
Sisal:
7-16 in. and larger.....8½@9½c
⅜ in ....9@10c
¼ and 5-16 in ....9½@10½c

Rules—

Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's ....55&10%

Sad Irons—

ASBESTOS—

Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " " 2 95
Full Nickel " " " 3.75

COLD HANDLED—

Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel. .....70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10&10%
Garnet Paper..... 30%
Flint and Emery Paper...50&10&10%

Sash Balances—

Caldwell Mfg. Co.....50%
Victor Bronze..... ..75%
Victor Steel 70%

Sash Chain—

Competition..... ...50&10
Giant..... ...40
Monarch B. C. Co,... 70
Pullman Bronze 70
" Cop Steel..... 70&10&10
Royal Metal..... ....65&5
Steel B. C. Co..... 70&10
Steel, Copperplated.....70
Victor Bronze 70
Victor Steel..... 75

Sash Cord and Weight Fastener

Ives.....40%

Sash Cord—

Cable Laid Italian .....₩ lb 16@18c
Cable Laid Russia .. ....₩ lb 13½@14c
Common India..... ....₩ lb 9@10c
Patent Russia .....₩ lb 12½@13c
Patent India..... ₩ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₩ lb 28½@30c
"Samson" Braided Cord, ₩ lb 28½@30c
"Samson" Spot Cord, ₩ lb 28½@30c
"Samson" Braided Drab, Cotton ₩ lb 33½@35c
"Samson" Braided Italian Hemp ₩ lb 32½@35c
"Samson" Braided Linen....₩ lb. 49c

Massachusetts:
White, Cotton.....22½@24c
"Phoenix" .... 19@22c

Silver Lake:
A Quality, Drab..... ..₩ lb 40c, 5%
A Quality, White..... ..₩ lb 35c, 5%
B Quality, Drab..... ₩ lb 35c, 5%
B Quality, White..... ₩ lb 30c, 5%

United States:
B Quality.....₩ lb 18½c
C Quality.....₩ lb 17½c
White Cotton, Hard Braided....₩ lb 18c

Sash Fasteners.

Ives "Crescent".....50%
Imperial..... .....33⅓%
Sash Rollers 70%
Ives Casement Fasteners..... ..40%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—

Champion Meeting Rail.....50%
Champion Side..... .....60%
Ives' Patent:
Wrought Metal..... .....55%
Cast Metal..... .....62½%
Window Ventilating Lock.....60%
Payson's Signal 80%

Sash Weights—

Ton lots at factory... .... $36.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 2 to 14 in. Wide..... ...50%
Band ½ to 3-16 in. Wide 60%

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DRAWING KNIVES,

Shoe, Butcher and Kitchen Cutlery,
Carpenters' Drawing Knives,
Cigar Knives, Screw Drivers, &c.



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BENNINGTON, N. H.,
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The Trade Mark that stands for reliable goods, good finish and prompt shipments.

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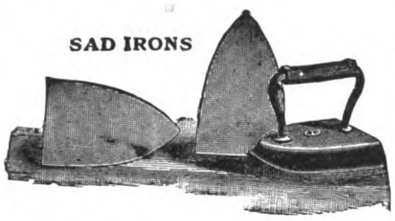
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Made of Cast Iron.



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SAD IRONS



In this line we are leaders.

Our goods stand the hardest usage.

Our assortment is large.

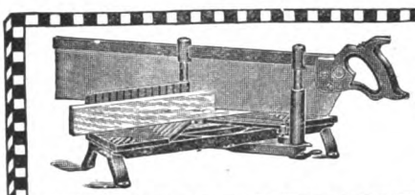
We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

Shall we send you our catalogue?

BLACKLOCK FOUNDRY
South Pittsburg, Tenn.

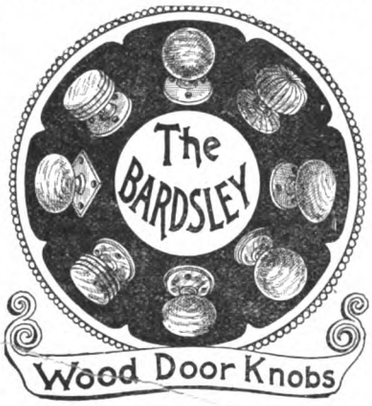


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ARE THE STANDARD FOR
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BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN. 24 Lbs.
No T 90 WITH TIN SCOOP.
No 92 ½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.



The New Marsh-Langdon Improved Miter Boxes
Corrugated Iron Bed Plates
never warp & Split
Manufactured by
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Wood Door Knobs

Are undoubtedly the best for dwellings. They retain their handsome finish, and the heads never come off They will match any interior finish as they are made in all woods used for that purpose.

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Chicago, Ill., 86 Lake St.



PORTER BARN DOOR HANGERS, HAY TOOLS, &c.



STURDY CHICKS

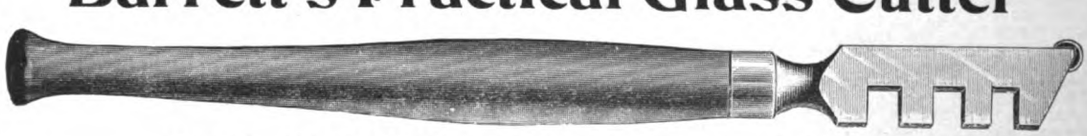
are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

Reliable Incubators

insure the eggs from chilling—give steady, even temperature—hatch greatest per cent of fertile eggs and no moisture. Let us tell you more about this incubator—ask us questions—send 10c (to pay for postage) for catalog full of necessary information.

Reliable Incubator & Brooder Co., Box 239 ,Quincy, Ill.

Barrett's Practical Glass Cutter



W. L. BARRETT, Bristol, Conn., U. S. A.

WHY

are we turning them out at the rate of 4,000 per day and selling them all over the world?

BECAUSE

they are as good as they can be made, and, of course, there is money in handling them.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws $0&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide, $30.00 ℔ doz.....30%

Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—
Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00
Semis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Leach's.....33⅓&
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Taintors Positive $18.00 ℔ doz. 60%

Scales—
Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5&@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—
Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—
DOOR—
Phillips: ℔ doz.
¼ in., Style E, Fancy Screen Doors.....$10.50
¼-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....40&5&2½%

Screw Drivers—
Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....net
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....℔ doz. $6.00 net
Electric Spiral No. 02.....℔ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3 $12, 50%
Howard-Allard.....{A1 ℔ doz., $9.00 net; A2 ℔ doz., 8.00 net}
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ℔ doz. $18.50 net; No. 2 ℔ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%
MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%
COACH, LAG AND HAND RAIL—
G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%
BENCH, HAND, ETC.—
Bench, Iron, ℔ dos., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....83⅓&33⅓
Chair.....60&10%
Hand, Wood.....33⅓&35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.
Wadworth's:
Natural Finish, Grass
Polished Blade, Grass
Painted or Bronzed, Grass } 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.
3-Foot.....$10.00 ℔ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.
No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6 00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
M. W. Co., list July, 1903.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&5%
SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co. s.....60@60&10%
Sargent's list.....70%

Shells—
See Ammunition.

Ship Tools.
L. & I. J. White.....25%

Shot—
See Ammunition.

Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—
Ives'.....45%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—
Plumbs.....30%

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x14.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....35%
Smiths' Bellows
See Bellows.

Snaps, Harness, &c.—
Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps 40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%
Double for Bits or Trace Carrier.. 45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee Snaps.....30&5%

Scythe Snaths—
National Snath Co.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10% @70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—
Barbed Blind—⅛, ⅜, and ¾ inch, ℔ lb.....6½c.

FENCE—
Same price as Barb Wire. See Trade Report.

Stay Rollers—
Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—
Chatillon's "Dicks".....80%

Stock Fountains—
The B-B Mfg. Co.:
"Dewey," ℔ doz., net.....$18

Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....80&10%@80&10&10%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders—
Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&20&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

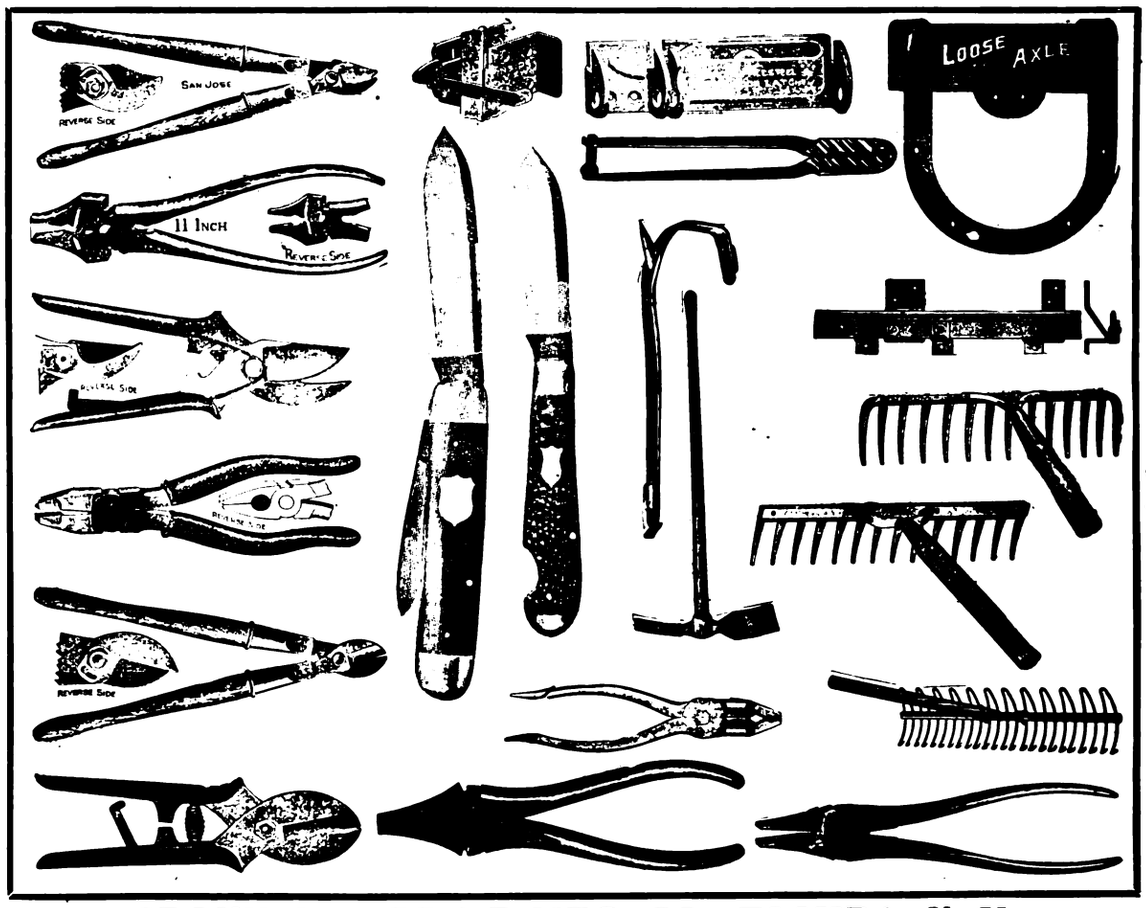
MISCELLANEOUS—
Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....20%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ℔ doz., net.....$5.00
Columbia, No. 2, ℔ doz., net.....1.05
Little Jack.....℔ doz.....1.00

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CRONK & CARRIER SPECIALTIES

OUR CATALOGUE TELLS ALL ABOUT OUR COMPLETE LINE.



SHALL WE SEND YOU A COPY WITH PRICES FOR 1904?

CRONK & CARRIER MFG. CO., ELMIRA, N. Y.

THERE'S MONEY IN RAIN

and rough weather if you carry

Blizzard Storm Fronts

The front that closes up a buggy in half a minute. Cleverest, easiest adjusted, quickest selling Millions read our ads in the popular weeklies, magazines, agricultural papers, etc. People write us all the time asking where they can get these fronts. We'll send inquiries from your locality to you if you handle "Blizzards."

Blizzard Days Now!

If you haven't the **Blizzard Storm Front** in stock you send trade to your competitor who has.

Write us to-day about our liberal proposition to dealers.



Not a drop can touch you when your buggy is closed up by the

Blizzard Storm Front

(Patented in United States and Canada.)

Fits Any Buggy

Adjusted in 30 seconds without getting out or removing gloves, sides open and close as quickly and easily as a door, large line pocket, guaranteed satisfactory. The large window, 12 x 20 inches, is a pliable transparent material that won't break. Rubber Cloth, $3.00; Heavy Rubber Cloth, $3.50.

Ask your dealer and be sure that trade-mark "Blizzard" is stamped on inside under window.

Sold by Vehicle, Harness and Hardware dealers. If yours hasn't it, write us. *Illustrated booklet free*

Vehicle Apron & Hood Co., 211 E. Rich Street, Columbus, Ohio.

The Vehicle Apron & Hood Co.

212 E. RICH STREET **COLUMBUS, OHIO**

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....50%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Kenffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in inc.....20%
Pipe, ⅛ to 1⅛.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos 648 and 644. ₩ 100.....net. $18 00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....doz. 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Star, Blake's Pattern.....65@65&5%
Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 72.....3.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25

Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro. .....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mal. Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50@50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Phoenix:
Oval Slide.....10&5%
Coachmakers.....33⅓%
Saw Vises.....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30%
Stephens.....30%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903..85&10&10@90
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26.....77½%
Nos. 27 to 36.....80%
Galvanized:
Nos. 6 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....75%
Nos. 15 to 18.....72½%
Nos. 19 to 30.....70%
Nos. 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ..67½
Nos. 19 to 30 Bright Annealed Brush.....72½%
Tinned Broom and Mattress.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

P. S & W. Agricultural.....30%
Alligator.....65&10@70%
Barter's.....70@70&10%
P. S. & W. Machinists.....66⅔&5
P. S. & W. Solid Handle.....50&10%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....50%
Stillson Pipe.....60%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 43c
Linseed, City, Boiled, in barrels, ₩ gal. 45c
Out of Town on Spot.....₩ gal. 43c
Calcutta, Raw, in barrels.....₩ gal. 65c
Lard, Prime City.....₩ gal.....61@63c
Lard, Extra, No. 1.....48@50c
Lard, No. 2.....38@39c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6½c
White Lead, Eng., in Oil..₩ lb. 8½@9½c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

	₩ lb
In regular bbls	66½@ 67c
In machine bbls	67@ 67½c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 3½c
Indian Red, English	4½@ 6½c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	33	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Cana.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H Graham & Co., New York.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Ammunition.
Remington Arms Co , New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awnings.
Wagner Mfg. Co., Cleveland, Ohio.

Axes and Edge Tools.
Sargent & Co., New York.

Axle Oil
Frank Miller Co., New York.

Babbitt Metal.
Magnolia Metal Co., New York

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
J. E Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
Geneva Tool Co., Geneva O.

Beet Hoes.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel
Griffin Mfg Co . Erie, Pa

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N. Y

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.
Wisconsin Iron & Wire Works, Milwaukee, Wis.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Cuspidors.
John Bassimer & Sons, New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co , Geneva, O.
John H. Graham & Co , New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Sargent & Co., New York.

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York
C. E. Jennings & Co., New York.
L. S. Starrett Co , Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Carpenters' Tools.
Stanley Rule & Level Co , New York

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich. and New York.
National Sweeper Co , Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Makers' Tools.
Silver Mfg Co., Salem, Ohio

Carriage Top Dressing.
Frank Miller Co. New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio

Cartridges
Remington Arms Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H

Chimney Thimbles.
L. A Gendron & Co. Warren, Mass.

Chisels.
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.

Churns.
One Minute Churn Co.
American Wooden Ware Mfg Co.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches.
W. H. Anderson & Sons, Inc , Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W H Anderson & Sons, Inc., Detroit Mich

Copying Processes.
Felix H. Daus Duplicator Co., New York.
The Schapirograph Co., New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counselors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cream Separators.
Lawrence Mfg. Co., Toledo, Ohio.

Cupboard Catches.
Champion Safety Lock Co , Geneva Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Beeder, Adamson & Co., New York · Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York.

Cutlery, Pocket.
John Chatillon & Sons, New York
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dairy Supplies.
Lawrence Mfg. Co., Toledo, Ohio.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Discount Books.
Hardware Publishing Co., New York

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva, Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drilling Attachments.
Silver Mfg. Co, Salem, Ohio.

Drill Presses.
Silver Mfg. Co, Salem, Ohio.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Ensilage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Geneva Tool Co, Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gasoline Lamps.
White Manufacturing Co., Chicago, Ills.

Gasoline Lighting Systems.
Standard Gas Lamp Co., Chicago, Ills.
White Manufacturing Co., Chicago, Ills.

Gasoline Stoves.
Shelby Stove & Mfg. Co., Shelby, O.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Cutters.
W. L. Barrett, Bristol, Conn.

Glass Water Coolers.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
Geneva Tool Co., Geneva, O.

Granite Roofing.
Eastern Granite Roofing Co., New York.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ih.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
Geneva Tool Co., Geneva, O.
Iowa Farming Tool Co., Fort Madison, Ia.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Baltinger & Berkley Patent Hinge Co.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co. Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh,

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila, Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Wm. T. Wood & Co., Arlington, Mass.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Matt. Redlinger, Freeport, Ill.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
H. S. Northrop, New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
H. S. Northrop, New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Mitre Boxes.
C. E. Jennings & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nut Crackers.
Matt. Redlinger, Freeport, Ill.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Shelby Stove & Mfg Co., Shelby, Ohio

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B. Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg Co., Bridgeport Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia
Walworth Manufacturing Co., Boston. Mass.

Pipe Threading Machines.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport. Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Hadam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa
Smith & Egge Mfg. Co., Bridgeport. Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Pocket Manicure.
Klip-Klip Co., Rochester, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks.
Geneva Tool Co., Geneva, O.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Poultry Netting.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Price Books.
Hardware Publishing Co., New York.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
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Joseph Rodgers & Sons, New York and Sheffield, England.
Union Razor Co., Tidioute, Pa.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

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Kampfe Brothers.
Gem Cutlery Co.

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American Razor Strop Co., Fremont, Ohio.

Razor Strops, Perforated.
Wm. T. Mann & Co., Cleveland, O.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co. Fond Du Lac, Wis.
The John C. Jewitt Mfg. Co., Buffalo, N. Y.

Registers, Warm Air.
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Geneva Tool Co., Geneva, O.

Rifles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Columbus Bolt Works, Columbus, O.

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Stowell Mfg. Co., Jersey City, N. J.

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Stowell Mfg. Co., Jersey City, N. J

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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L. S. Starrett Co., Athol, Mass.

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Enterprise Mfg. Co. of Pa. Phila., Pa
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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Geneva Tool Co., Geneva, O.

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Geneva Tool Co., Geneva, O.
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Goodell Co., Antrim, N. H.

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American Steel Roofing Co., Middletown, O.
Canton Steel Roofing Co. Canton. O

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Schwerdtle Stamp Co., Bridgeport, Conn.

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Geneva Tool Co., Geneva, O.

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Cooper & McKee, Brooklyn, N. Y.

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Sargent & Co., New York.

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Rockford Tack & Nail Co., Rockford, Ill.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Pullman Mfg. Co., Rochester, N. Y.

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American Tube & Stamping Co., Bridgeport, Conn.

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American Tube and Stamping Co. Bridgeport, Conn.

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Merrill Bros., Brooklyn, N. Y.

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C. E. Jennings & Co., New York.

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Hammond Typewriter Co., New York

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Berger Bros. Co., Philadelphia.
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Gilbert & Bennett Mfg. Co, New York and Chicago.

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Champion Safety Lock Co., Geneva, Ohio.

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Sandage Steel Skein Co., So. Bend, Ind.

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Wagon Jacks.
Covert Mfg. Co., West Troy, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

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Columbus Bolt Works, Columbus, O.

Washing Machines.
Benbow-Brammer Manfg. Co., St. Louis, Mo.
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White Lily Washer Co., Davenport, Iowa.

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Squier Filter Co., Dayton, O.

Waterproof Horse Covers.
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Bryan Mfg. Co., Bryan, Ohio.
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Logan-Gregg Hardware Co., Pittsburg, Pa.

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John H. Graham & Co., New York.
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Buffalo Wire Works Co., Buffalo, N. Y.

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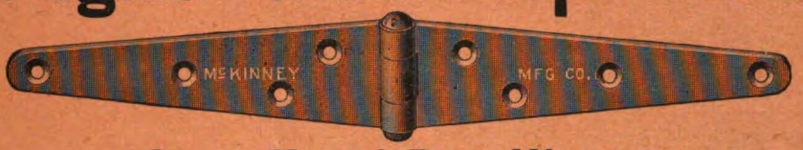
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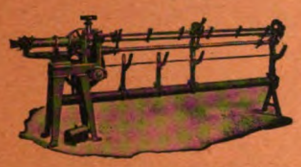
HIGHEST QUALITY AND FINISH.



TRADE MARK "NONE BETTER."

Strap T and Butt Hinges.
Barn Door Hangers, Track and Stay Rollers.

McKINNEY MANFG. CO., - ALLEGHENY, PA.



WE build automatic machines for cutting, straightening, and forming wire direct from the coil. Also machines for straightening and cutting strip metal.

Drilling, Countersinking and Riveting Machines suitable for manufacturers of hardware, and we are prepared to estimate on any special automatic labor-saving machine that may be required.

THE F. B. SHUSTER CO.,
Formerly John Adt & Son,
NEW HAVEN, CONN.

"NEVER-BURN" TRADE MARK. "NEVER-BURN" TRADE MARK.

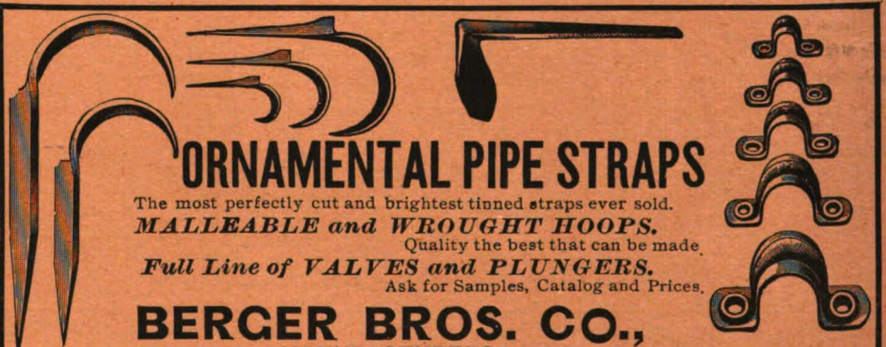


Dripping Pans **Roasters and Bakers**

A booklet tells

Made in Cleveland Ohio by
The Bronson-Walton Co

John H. Graham & Co
Selling Agents
New York City



ORNAMENTAL PIPE STRAPS

The most perfectly cut and brightest tinned straps ever sold.
MALLEABLE and WROUGHT HOOPS.
Quality the best that can be made.
Full Line of VALVES and PLUNGERS.
Ask for Samples, Catalog and Prices.

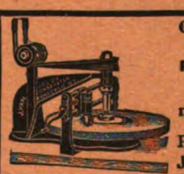
BERGER BROS. CO.,
MANUFACTURERS,
231 and 237 ARCH ST., - - - - PHILADELPHIA.

The **IDEAL CURRY COMB,** Patented.



A Combined Comb and Scraper. Best, handiest, most rapid and thorough comb made. Brilliant colored enamel finish on cold rolled steel. Free samples and best quotations to jobbers only, on request.
The Metal Stamping Co.,
Niagara Falls, N. Y.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS



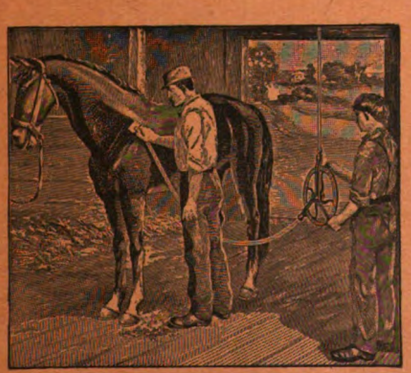
14-20 CATHARINE ST.

CLIPPER SHARPENER AND SURFACE GRINDER PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
POUGHKEEPSIE, N. Y

RIGHT NOW IS THE TIME
FOR THE
20th Century Clipper, List $5.00
(Cost but little more than a good hand clipper)
THE
1902 Chicago Clipper, List $10.75
AND THE
1904 Stewart Sheep Shearing Machine, List $12.75.

They are recognized as the best sellers in the horse clipping and sheep shearing machine line ever made. More of them are sold twenty times over than all other makes combined. They are displacing the old fashioned variety everywhere—and are for sale by leading jobbers and dealers everywhere. Send for catalog and prices.

Chicago Flexible Shaft Co.,
106 LaSalle Ave., Chicago



20TH CENTURY CLIPPER.



1904 STEWART SHEARING MACHINE.

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Fuller Brothers & Co.,

139 GREENWICH STREET,

NEW YORK.

STEEL WIRE NAILS.

Iron and Steel

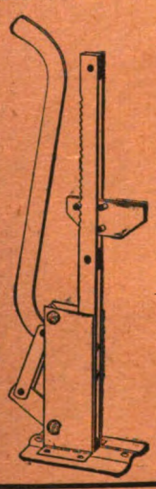
CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to Length

Lane's Steel Jack.

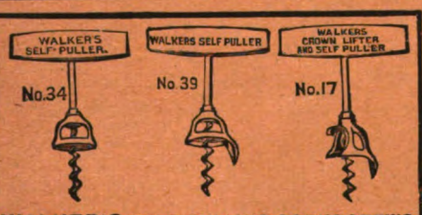


No Wood.
No Cast Metal.
Unbreakable.

Compound Levers.
Finish Black or Galvanized.

No. 0,	to lift	500 lbs.
" 1,	"	900 "
" 2,	"	1800 "
" 3,	"	4000 "

Lane Bros. Co.,
429-461 Prospect St.,
Poughkeepsie, N. Y.



WALKER'S SELF-PULLING CORKSCREWS
EVERY ONE TESTED AND GUARANTEED
Manufactured only by
ERIE SPECIALTY CO., - Erie, Pa.



This is the Filter you want to make your stock complete. **MANN'S FAUCET FILTER,** all brass, weighs ¾ pound, heavily nickeled. Filters through changeable Felt Pads, the best Filter and Seller you ever saw to retail for $1.50. We are also makers of Mann's Perforated Razor Strops. Send for circular.
WM. T. MANN & CO., 535 Euclid Ave., Cleveland, O.

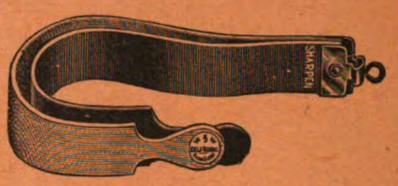


NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

No Honing Necessary
where the
W. & W. Self Honing Razor Strop
is used



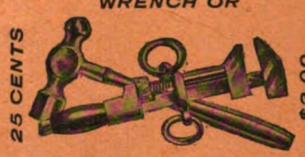
This strop is subjected to a chemical treatment (no grit) which will not wear off and which acts like magic on a razor.
Will not injure the most expensive razor and is always ready for use.

Liberal Discounts to Dealers.

American Razor Strop Co.,
Fremont, O.

A Perfect Model

WRENCH OR



25 CENTS $2.00 PER DOZ.

HAMMER

Ebony, Ivory, Coral or Amber handle, $2.00 per doz. Pearl or Stone Handle, $3.00 per doz.

We will send two dozen prepaid in a handsome plush lined cherry tray to any dealer, **on consignment,** to be returned at our expense if found unsalable. We could not do this if they were not the best selling novelty in the hardware trade. It costs you nothing but a 2c stamp to try them. Drop us a line and we do the rest.

Davison Mfg. Co. 112 Front Street, Brooklyn, N. Y.

Federal Bench Shear



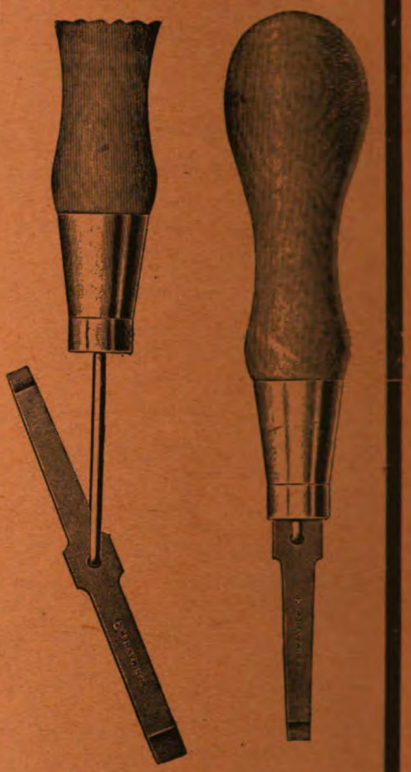
Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

HIGH GRADE for The Best Trade

People who must have the best always come to us first.
Mayhew Tools attract them because of their quality and purse profits found in them.

No. 710 Double End SCREW DRIVER



As strong as any single blade screw driver.
Blade pivoted in centre; either end can be used by pushing the other into a malleable iron socket.
Twisting impossible. No detachable parts.

H. H. MAYHEW CO.
SHELBURNE FALLS,
Mass., U. S. A.

John A. Straley.
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C. Augustus Dieterich.

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STRALEY, HASBROUCK & SCHLOEDER,
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Solicitors of American and Foreign Patents. 257 BROADWAY, NEW YORK. Patents, Designs, Trademarks, Labels & Copyrights.

MAYER & COMPANY



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ATTENTION! **Do you know that every Farmer, Huckstor, Grocer, Dairyman and Horseman would BUY this Fork if they were shown its advantages in handling**



VEGETABLES
FINE MANURE
EAR CORN, &c?

THE VEGETABLE SOOOP FORK

MADE ONLY BY

AMERICAN FORK & HOE CO., Cleveland, Ohio

We are the Largest Manufacturers in the WORLD of Forks, Hoes, Rakes, Scythe Snaths, Grain Cradles, Etc.

You're Wasting Time

in your office every time you do not use a duplicating machine like

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We guarantee that you can make 50–100 copies from pen or type-writing. The simplest machine on the market. Requires no washing, press nor iuk. 10 days trial free.

$5 BUYS IT

Felix H. Daus Duplicator Co.

Daus Bldg., 111 John St., New York, U.S.A.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

***The* Buffalo Mfg. Co.** **Buffalo New York.**

BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
40 Dearborn Street, - - - Chicago,
312 Kittridge Bldg., - - Denver, Colo.
34 Stewart Street, - - San Francisco.

Manufacturers of

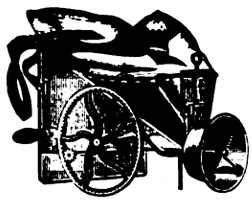
Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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WE ARE SENDING CUSTOMERS

For the Cahoon Seed Sower to many dealers at this season of the year, as we have many answers to extensive advertising

THE CAHOON



IS THE STANDARD

BROAD CAST SEED SOWER OF THE WORLD

And if you wish the business for your locality, please advise us.

GOODELL COMPANY, ANTRIM, N. H., U. S. A.

NEW YORK OFFICE, 10 Warren Street.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED HEINISCH SHEARS, ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

THE DANDY SINK CLEANER

A Perfect and Complete Household Specialty.



A Sink Cleaner and Shovel Combined.

Tidy housekeepers will throw away the dirty sink broom and buy the DANDY SINK CLEANER on sight.

TRY IT AND BE CONVINCED.

For sale by all Wholesale Hardware Dealers and by the patentee and manufacturer.

John W. Sudlow. 986 HALSEY ST., BROOKLYN, N.Y.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

HAND FORGED RAZORS

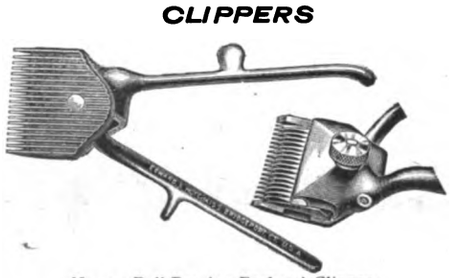
NOT ONLY GIVE SATISFACTION BUT ARE WARRANTED TO BE OF SUPERIOR QUALITY

MADE OF THE BEST.

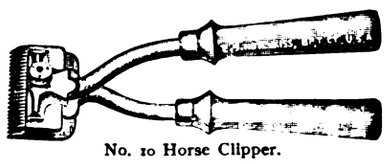


UNION RAZOR CO., TIDIOUTE, PA.

CLIPPERS



No. 400 Ball Bearing Barbers' Clipper.



No. 10 Horse Clipper.

HOTCHKISS

Large, Complete and Superior Line

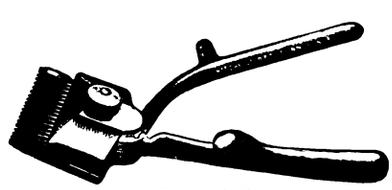
BARBERS, TOILET, HORSE AND FETLOCK CLIPPERS

Careful workmanship. Fine style and finish. Best of material. Many years experience. Large output and recently still further increased. Prompt and careful attention given all orders. Adjustable combs can be furnished with all Barber and Toilet Clippers.

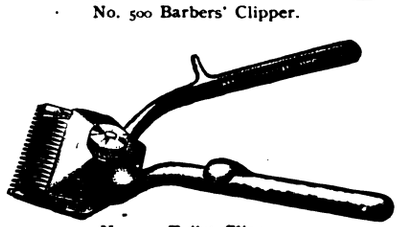
Write for and keep on file Hotchkiss Clipper Catalogue and Prices. Orders solicited for prompt shipment.

EDWARD S. HOTCHKISS, Manufacturer
Carbon St., Bridgeport, Conn.
Successor to Hotchkiss Sons. Established 1850.

CLIPPERS



No. 500 Barbers' Clipper.



No. 300 Toilet Clipper.

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The Blackstone Rotary

Sightly
Substantial, Sanitary

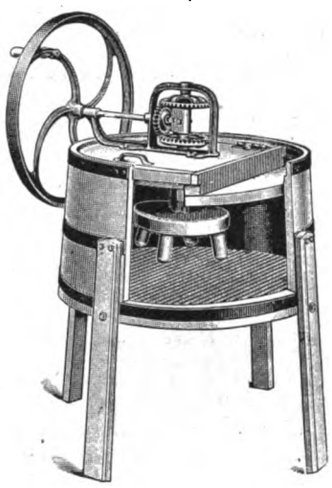
are the leading features of the Blackstone Rotary Washer. It is the acme of perfection in Washing Machines.

Sells at Sight

Exhibit it in your store and it 'll do the talking for you.

The Best Material

only has been put into it. That's why it lasts so long.



Perfectly Adapted

To do all kinds of washing. The Blackstone cleanses the finest as well as coarsest fabrics without injury.

Health-Saving

Permits no foul steam to escape. Runs lightly; does washing quickly. Saves health and strength.

You'll Hit It Right

When you include the Blackstone Rotary among your business-bringers. Be satisfied with none but the Best—

The Blackstone

The Blackstone Manufacturing Co.

Jamestown, N. Y., U. S. A.

HARDWARE

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GOOD CHISELS

ANDERSON QUALITY

Neatly packed and Labeled.

If your jobber doesn't handle them write us direct. Don't take cheaper makes that cost you just as much as the Anderson.

W. H. ANDERSON & SONS
Detroit, Mich.

THE OCEAN WAVE WASHER

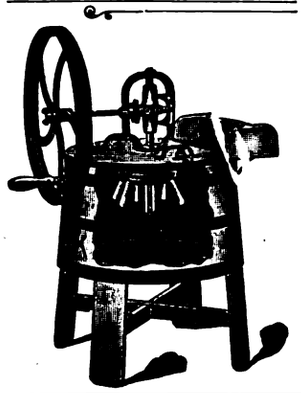
SATISFIES
OVER
ONE HUNDRED THOUSAND IN USE
WE SELL TO ONLY
ONE DEALER IN EACH TOWN
WRITE US
Once sold it "Never" comes back
Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.



Household Brushes
of all descriptions
Midland Brush Mfg. Co.
263 West Lake St.
Chicago.
Send for catalogue.

WHY IS THE



O. K. THE BEST ROTARY WASHING MACHINE?

—BECAUSE—

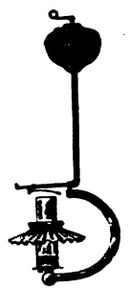
1.—It is the only Rotary washer that has **Revolving Steel Ball Gearing**, reducing the friction and thus making machine so light running and almost noiseless.
2.—The tub is made of **Louisiana Red Cypress Lumber, cherry finish**; the legs are **solid with tub** (not removable, breakable legs fastened with screws).
3.—The wheel turns right or left, pin wheel or dasher reverses automatically, turning the clothes back and forth through the hot suds, and cleaning them without rubbing them to pieces.
4.—This washer is made by **experienced mechanics**, and will outlast any other washer on the market.
5.—The tub has a wringer box fastened with steel brackets.
6.—The lid on the tub closes tight, **no escape of steam.**

Manufactured by H. F. BRAMMER MFG. CO.,
DAVENPORT, IOWA.

Crown Incandescent Gasoline Lights

Economical, Safe, Ornamental. Their superiority is acknowledged everywhere.

The **Whiteman Mfg. Co.**
Canton
Ohio



Barrett's Practical Glass Cutter



W. L. BARRETT, Bristol, Conn., U. S. A.

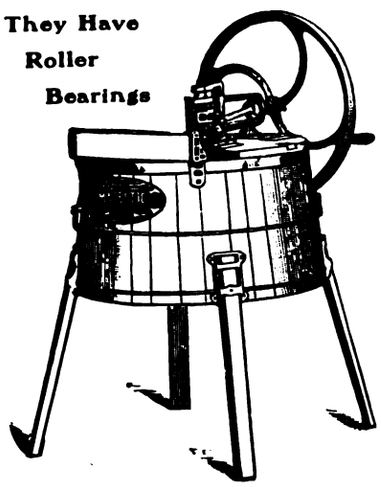
WHY

are we turning them out at the rate of 4000 per day and selling them all over the world?

BECAUSE

they are as good as they can be made, and, of course, there is money in handling them.

They Have Roller Bearings



Tubs are made of Virginia White Cedar

MAJESTIC
Rotary Washing Machines

Are Made UPON HONOR

Richmond Cedar Works,
MANUFACTURERS OF
WOODEN WARE,
Richmond, Virginia, U. S. A.

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O. K.

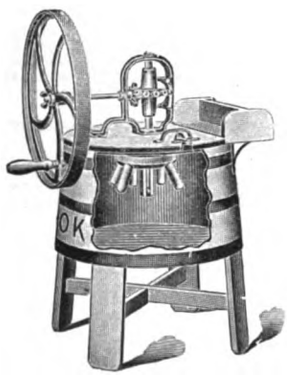
The O. K. Rotary Washer

O. K.

BECAUSE IT HAS

Revolving Steel Ball Gearing

reducing friction and making machine run lightly and noiselessly : : : :



LOUISIANA RED CYPRESS LUMBER

IN ITS TUB AND LEGS, WHICH ARE SOLID WITH TUB.

RIGHT AND LEFT TURNING WHEEL

DASHER REVERSES AUTOMATICALLY, CLEANSING CLOTHES WITHOUT RUBBING THEM TO PIECES.

O. K.

IN OTHER RESPECTS. WRITE US FOR FURTHER INFOKMATION.

H. F. Brammer Mfg. Co.

Davenport
Iowa

VROOMAN'S

PATENT

SANITARY SINK STRAINER

"The Favorite One"

Eight Years On the Market



Preferred and Used Everywhere

Imitated but not excelled. Unequalled as an economic, sanitary and cleanly device.

Keeps sink clean and is easily cleaned. Prevents stoppage of sink pipe and saves frequent plumbing.

Fits into any sink with stand.



Peerless as a Seller

Hundreds of thousands have been sold at a good profit The best selling strainer is The Vrooman. Ask your jobber about it.

F. H. & C. B. Vrooman

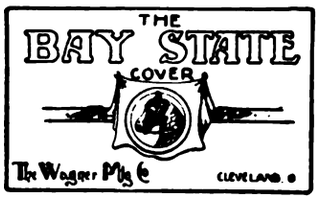
225 Dearborn St., Chicago, Ill. U. S. A.

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THIS IS THE COVER



THESE THE BRANDS





Spocially Prepared Brown Watorproof Duck

Horse and Wagon Covers

The Wagner Mfg. Co.

CLEVELAND, OHIO

American Sheet and Tin Plate Company

FRICK BUILDING, PITTSBURG, PA.

Successors to

American Tin Plate Company and American Sheet Steel Company

Manufacturers of all the various kinds of

Iron and Steel Sheets and Tin and Terne Plates

With which its predecessors have supplied the trade heretofore.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

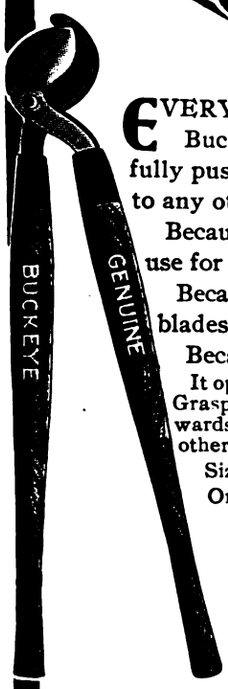
All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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GENUINE BUCKEYE PRUNER



EVERY dealer should handle the Genuine Buckeye Pruner, because he can carefully push it to his best trade, in preference to any other pruner made.

Because it has stood the test of actual use for over 30 years.

Because it is the strongest made---the blades being hand-forged.

Because no other made cuts so easily.

It operates just opposite from other pruners. Grasp the limb with the hook, and cut towards you. It's quicker and easier than the other way.

Size 25—inch.

One dozen in a case.

Write for prices on a Sample Order.

NOVELTY MFG. CO.

JACKSON, MICH., U. S. A.

Put Ono On Your Show Case



AND IT WILL

TALK FOR ITSELF

We supply dealers with advertising matter, to help sell these coolers.

APPERT GLASS WATER COOLERS

are absolutely sanitary. The ice does not come in contact with the water.

PRACTICALLY UNBREAKABLE

Owing to their peculiar construction, and the aluminum covers and silver plated self closing faucets are, of course RUST proof.

ASK FOR BOOKLET AND PRICES.

Appert Glass Co.,

277 Broadway, NEW YORK.

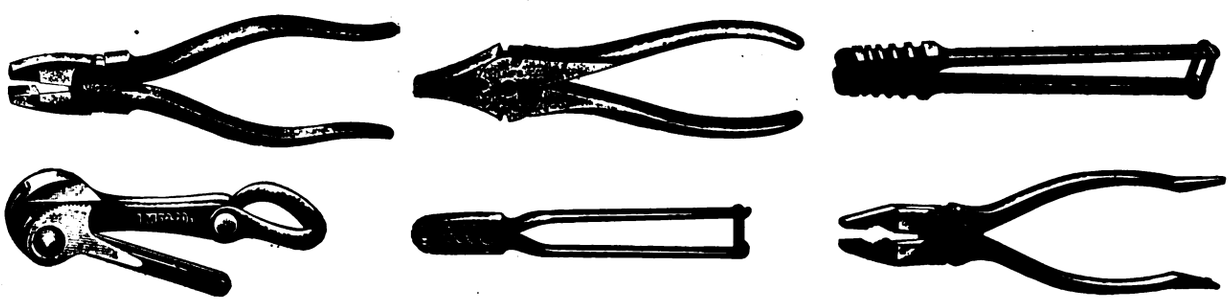
DROP FORGED TOOLS

Manufactured by

IRVINGTON MANUFACTURING CO.,

AN ATTRACTIVE LINE QUALITY RIGHT

FINISH RIGHT PRICES RIGHT



Write for New Catalogue Now Ready Showing increased line.

PRICES QUOTED ON APPLICATION.

SELLING AGENTS

JOHN H GRAHAM & CO.,

113 Chambers St., NEW YORK.

118 Holborn, LONDON, E. C.

123 California St., SAN FRANCISCO.

Freeport, COPENHAGEN.

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DISSTON

Wood Saws

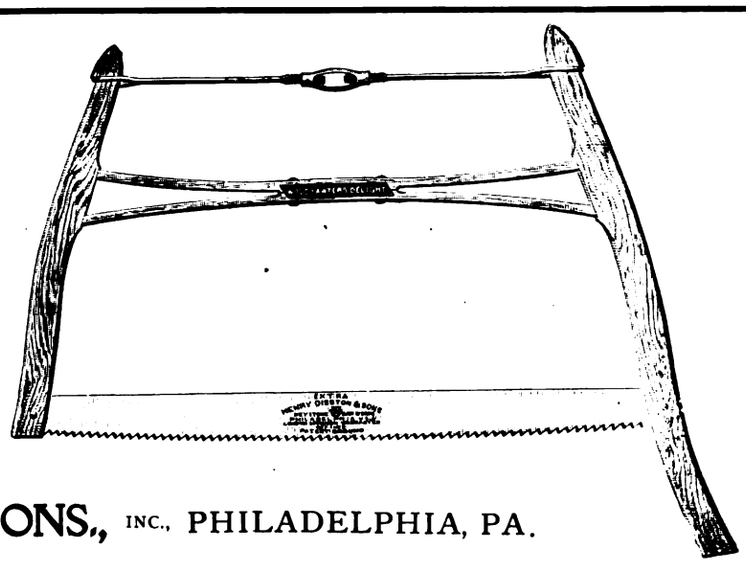
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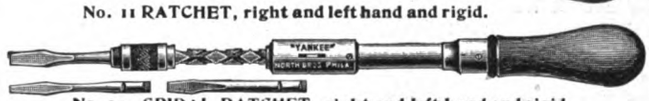
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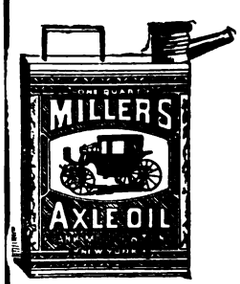
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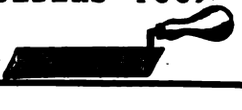
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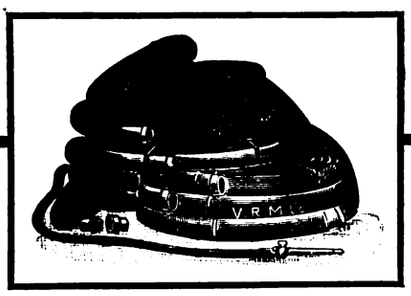
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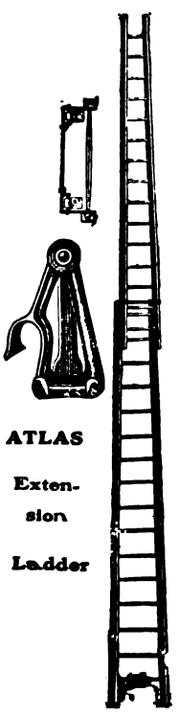
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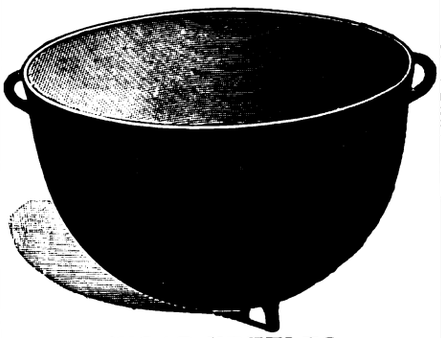
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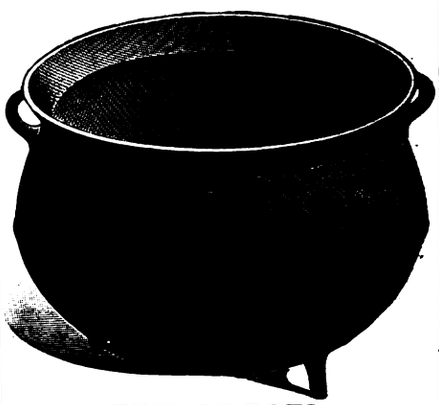
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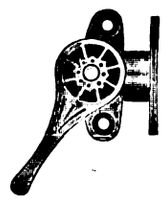
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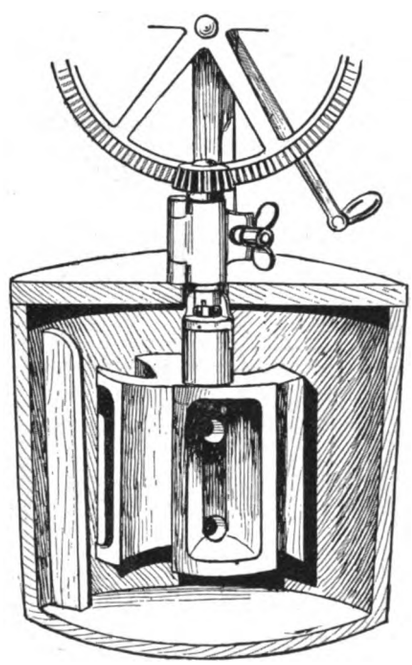
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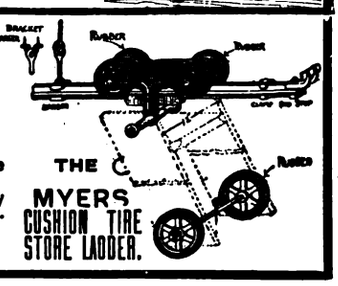
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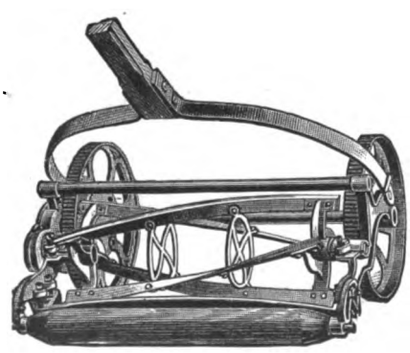
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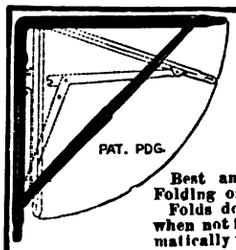
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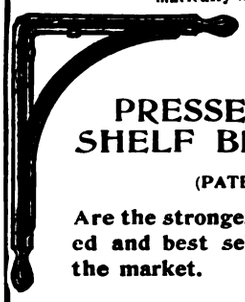
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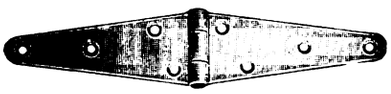
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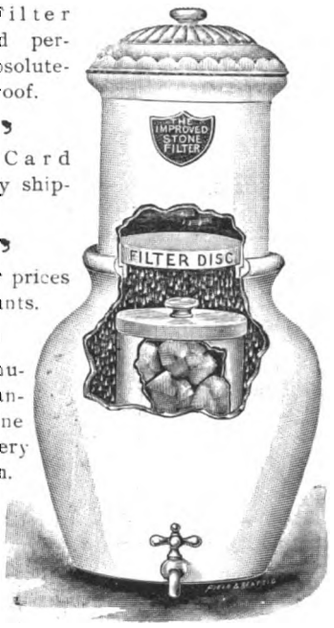
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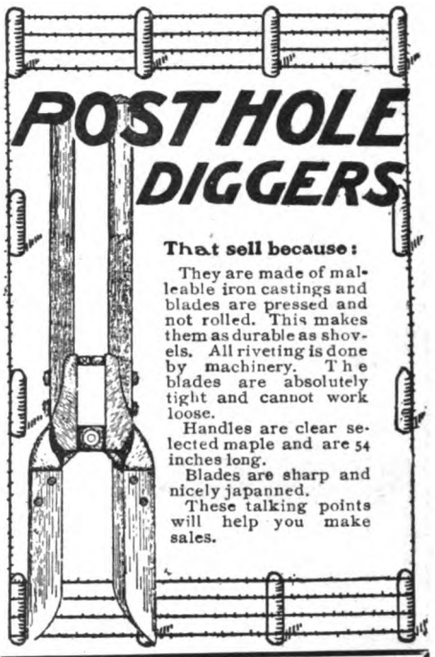
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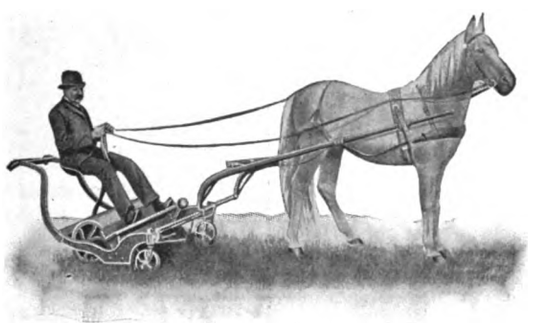
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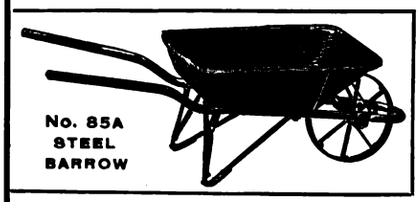
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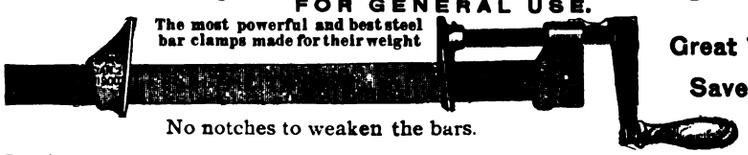
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No notches to weaken the bars.

Continuous use by concerns who need superior quality, have proven these clamps to withstand the most severe tests and have been given preference over all others.

Send for booklet and learn more about them. JAMES L. TAYLOR, Newark, N. J.



WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

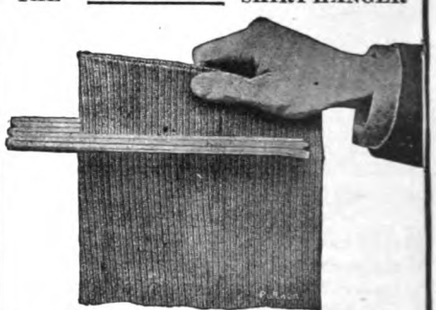
Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

Large 10 oz. Can

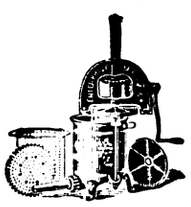
THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

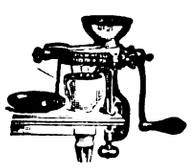
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Sausage Stuffer, Lard and Fruit Press with Patented Corrugated Spout



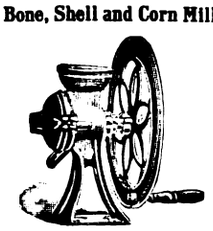
8 Sizes and Styles

Meat Juice Extractor

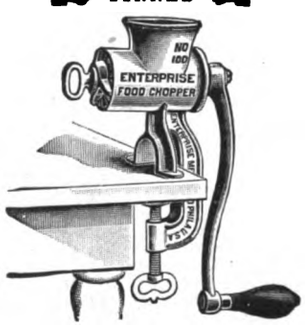


No. 21 $2.50

Bone, Shell and Corn Mill



No. 750 $8.50



No. 100 *chops 2 lbs. of Meat per minute* $1.50
No. 300 *chops 5 lbs. of Meat per minute* $2 25

Four Knives with each Machine

Fine



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Nut Butter Cutter



Order from your Jobber — Illustrated Catalogue Free

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Rapid Grinding and Pulverizing Mills

40 Sizes & Styles for Hand, Steam & Electric Power



No. 3 $5.50

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No. 82 $7.50 doz.

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Rural Routes are going in all around you. You can get this business with the SIGNAL MAIL BOX.

It is the original box for Rural Routes with special endorsements of Postmaster General. The best made, the best liked, the easiest sold and the best advertised.

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THE HIGHEST MARK

In tensile strength, elongation and elastic limit in Horse Nails has been attained by us in the

New Putnam

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Horse Nails

It is impossible, therefore, to crimp or break them; will not sliver nor cut off; will hold in the clinch and make work easier.

Our Special Offer

to Hardware dealers means money in their pockets. Write us about it. Mention HARDWARE.

PUTNAM NAIL CO.
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WALTER A. WOOD,
Mowing & Reaping Machine Company,
Pioneer Manufacturers and Exporters of . . .
Harvesting Machines

Grain Binders — Corn Binders
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"Mather Thousand Mile Axle Oil"



A pure lubricant especially prepared for all carriage axles. Guaranteed to run longer than any other oil or grease made.

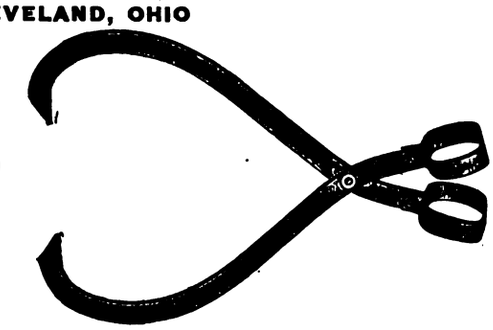
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FAMILY
ICE TONGS
EITHER
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Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

Do you handle OHIO WATER TIGHT STEEL HODS?



We have created a demand for these goods that must be supplied, and you should be getting your share of this trade.

They are absolutely WATER TIGHT, the back end being folded like the corner of a dripping pan. No slitting or piecing.

They are light, yet strong and durable. We use a good iron paint, drab in color, which makes them very attractive and if placed where masons can see them, will sell themselves.

The adjustable malleable iron fork and socket, admits of the replacing of a broken handle or taking up shrinkage in a few moments.

Made exactly as represented in cut.

Write to-day for prices. Orders filled promptly.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

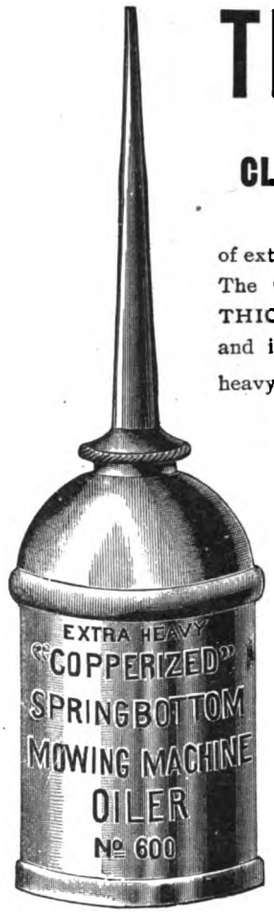
"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.



New York Agent : J. J. Halpin, 62 Reade Street.
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THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

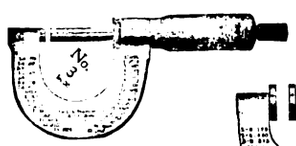
THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

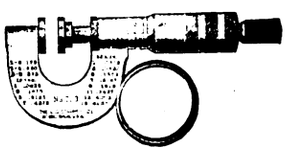
BRIDGEPORT, CONN.

STARRETT TOOLS



MICROMETER CALIPERS

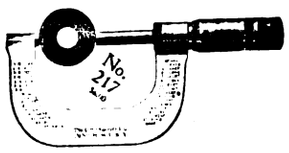
Thousandths
Ten Thousandths
Metric

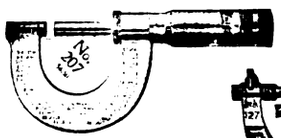




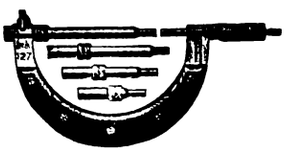
ACCURATE

Half Inch to
Twelve Inches





RELIABLE





The L. S. STARRETT CO.
Athol, Mass., U. S. A.

Ask for Catalogue No. 17 T



WE SELL TO THE JOBBING TRADE ONLY

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HARDWARE

"The Statistical Abstract of the United States" for the year 1903, issued by the Department of Commerce and Labor through its Bureau of Statistics, has just been published. It is a volume of some significance, comprising 650 pages of figures, with scarcely any "reading matter" other than the tables of figures and their necessary headlines. Many interesting facts about the United States, its progress, development, and relation to the other countries of the world may be obtained by a study of its tabular statements.

✤

UNDERHILL, CLINCH & COMPANY.

Underhill, Clinch & Co., 94 and 96 Chambers Street, New York, are agents for Oliver Ames & Sons Corporation, manufacturers of shovels, spades and scoops; G. W. Bradley's Sons, manufacturers of axes, bush hooks, etc.; Geneva Tool Co., manufacturers of forks, hoes, rakes, etc.; Turner & Day and Walworth Manufacturing Co., manufacturers of hickory and ash handles in all the usual Hardware varieties. They have recently issued new price lists of all these important lines for the Hardwareman; and as the list prices and present discounts on these goods should be familiar to the up-to-date dealer, it is advisable that he request them at once from this progressive house. The firm carry without doubt the largest and best assorted stock of these manufacturers in New York; and this is fully justified by the fact that their trade has been annually increasing in volume for many years past, making such action necessary. They also represent as agents, the Coldwell Lawn Mower Company, whose hand, horse and golf mowers are to be found in this stock.

"WHITE SHIELD" FIRE HOSE.

The Republic Rubber Company, of Youngstown, Ohio, announce the fact that their "White Shield" brand of Fire Hose has successfully passed the rigid and exacting test required by the City of New York. They state their "White Shield" brand stood the test in detail as to cover, duck, friction and tube which they conclude establishes the construction and quality as meeting every possible requirement. A contract for 50,000 feet was depending upon the result.

BUTLER BROS.' IMMENSE FACILITIES FOR TRADE.

In the advertisement of Butler Brothers, Chicago, New York, St. Louis and St. Paul, which occupies a page in this issue, an excellent idea is given by the illustrations of their stores and warehouses of the vast facilities of this hustling house. In addition to the unapproachable premises occupied by them in Chicago, the largest continuous wholesale premises in America, consisting of an eighth of a mile of thirteen story buildings, comprising sixteen acres of connected floor area, they have a large warehouse in New York, another in St. Louis, and sample rooms in St. Paul, 379-381 Sibley Street. The St. Paul building is in the center of the jobbing district and Butler Brothers occupy with their samples alone, three floors and a basement.

WHITE LILY WASHER COMPANY.

White Lily Washer Company, Davenport, Iowa, at the present time are doing the greatest amount of business in their history, turning out 200 machines a day, equal to the shipment of six car loads a week. This great increase in their business called for a constant increase in their manufacturing facilities, and they have been compelled to build two additions to their already extensive plant; one of which for the wood working department will be 14x100 ft., and the other to be added to the finishing department, will be 40x175 ft. When these improvements, now under way, are completed, they hazard the claim of having the largest plant devoted to the manufacture of Rotary Washing Machines in the world. During the past year they have increased their capital 100 per cent., and built side tracks connecting their factory direct with the railroad. They report the trade conditions for the future the best possible.

BLACK SILK STOVE POLISH.

The Black Silk Stove Polish Works, Sterling, Ill., manufacture a stove polish marketed under that name which has been before the trade since 1884, having established a reputation for excellence which has annually increased the output until it is now at the rate of two tons daily. The polish has been favorably received abroad, and is already well known in Great Britain and a number of Continental cities where it meets with great success. It is packed in a number of attractive sizes to sell at a moderate price at retail, the Paste polish being put in five and eight ounce tins and five pound pails; and the liquid in six ounce and ½ pint screw top tins. The manufacturer advertises the fact that he does not sell to department stores or mail order houses. Circulars and booklets giving full particulars may be had on request.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED MARCH 8, 1904.

358,938. Stove Lid, William C. Metzner, Chicago, Ill.

358,978. Safety Razor, Frederick Kampfe, Brooklyn, N. Y.

358,979. Shaving Apparatus, Robert M. Keating, Springfield, Mass.

359,016. Lamp Attachment for Sad Irons, Henry C. Fox, Evansville, Ind.

359,086. Sash Fastener, Lorenzo C. Matteson, Watertown, N. Y.

359,106. Lifting Jack, Axel A. Strom, Austin, Ill.

359,110. Tinner's Tongs, John A. Vare, Philadelphia, Pa.

359,111. Dust Pan, Henry J. Vogel, Brooklyn, N. Y.

PATENTS ISSUED MARCH 8, 1904.

753,838. Door Check and Closer, Joseph Bardsley, Montclair, N. J.

753,862. Wrench, Albert L. Eliel, Parlin, N. J.

753,919. Shears, George B. Rowe, Moore, Okla.

753,974. Basin Cock Fastener, Joseph H. Glauber, Cleveland, O.

754,012. Wrench, Joseph M. Reams, Seattle, Wash.

754,018. Electric Sad Iron, George J. Schneider, Detroit, Mich.

PATENTS EXPIRED MARCH 15, 1904.

359,255. Garden Rake, George W. Hertzel, Warren, Pa.

359,274. Sash Fastener, Frank W. Mix, New Britain, Conn.

359,293. Awning for Windows or Doors, Albert Thalheimer and Washington C. Kantner, Reading, Pa.

359,295. Caliper Gage, John Tickell, Cleveland, O.

359,311. Minnow Bucket, Charles E. Bateman, Chicago, Ill.

359,341. Lantern, Lewis F. Botts, New York, N. Y.

359,405. Hoisting Jack, David B. Scott, San Francisco, Cal.

359,493. Skate Fastening, Everett H. Barney, Springfield, Mass.

PATENTS ISSUED MARCH 15, 1904.

754,445. Rule, Porter S. Hamrick, Whitewater, Wis.

754,452. Sash Holder and Lock, Orwin E. Howe, Washington, D. C.

754,509. Combined Pipe and Nut Wrench, John C. Schnider, Cripple Creek, Colo.

754,624. Miter Box, Justus A. Traut, New Britain, Conn.

754,629. Door Check and Closer, Joseph A. Young, New York, N. Y.

754,705. Broom Moistener, William S. Reynolds, Dayton, Ore.

754,754. Nail Extractor, Albert Dudly, Sr., Menominee, Mich.

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HARDWARE

VOL. XXVIII. MARCH 25, 1904. NO. 12

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Subscriptions may commence with any issue.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Register your letters when you remit by cash.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

Letters should be addressed

HARDWARE PUBLISHING CO.,

309 Broadway New York.

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. E. BOLLES, - - - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper n the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

The belief is general that the long Winter at last is throwing off its final chill, and the frost gradually working to the surface will soon acknowledge that Spring is with us for good and all. It will be welcomed by all of us, and the Hardware dealer will lead in his rejoicing.

Now that the Conventions have come and gone which have in so many states made a little vacation for the hardworking retailers, closer attention is bestowed upon the business proper. The travelling representatives of the energetic Jobber have been made welcome and order books are filled from the closely packed pages of the want book, making "hurry up my goods" the order of the day.

The dealer in many instances can hardly realize his stock is of such light proportions, that he is so nearly out of so many things; and the highly satisfactory condition of the opening business in the agricultural sections of the South and West is of the most encouraging character imaginable.

As is always the case, the farmer, who constitutes the largest element in the consuming power of the country, has experienced so great a degree of prosperity he can hardly believe it was intended for him. The teeming crops at the highest prices he has known for years, has given him a confidence in the future that means a great deal to the agriculturalist. A wider area under cultivation, a greater amount of machinery, more and better fencing, a more convenient and comfortable residence and other accessories.

The future looks bright and promising to the Hardwaremen who will be relied upon to furnish nearly all of these aids to contentment; he is a happy man and hopeful of grand results. The slightly advanced prices have proved no drawback to the unspeculative demand for current wants. In fact, they seemed to have stimulated enquiries that have resulted in sales. No pessimism prevails, and the dealer feels it is perfectly safe to look the future in the face and prepare for the harvest.

The jobbers who have held back from some orders with the hope of some trifling concession find, in many cases, it was a mistake to have done so, as it is of more importance to be sure of getting the goods than to try to force the market, so that delivery dates become in a congested condition and transportation facilities, or rather lack of them, give cause for continuous apprehension of trouble to come. Now that the severe weather has abated which has been the cause of transportation trouble, it is hoped deliveries will be greatly benefited and traffic move with greater ease.

Greater attention during the last three months has been given to stimulating a demand abroad for lines of American specialties. In each succeeding year the little prejudice that exists abroad for "Yankee products" is becoming eradicated, and small orders at the outset soon develop into larger ones as confidence grows in the selling merits of our goods which meet with a ready sale when understood and appreciated. Manufacturers realizing the importance of maintaining and not neglecting this outlet for an increasing production, have canvassed and advertised more largely than has been the case for several years, and today its influence is being felt in the resultant trade which the superiority of our manufactures invariably fosters, if we don't neglect it after we have secured it.

Every movement in the markets for raw material seems to indicate a promise of strength in all transactions, moderately higher quotations sufficiently sustain the legitimate demand for the customary wants, and create confidence in the immediate future that is an inspiration for good to all concerned.

INJUDICIOUS LEGISLATION.

There are two bills now before the Legislature in Albany. They are known as the Armstrong Bills No. 27, 458, 494, 583 and Nos. 28, 459, 495, 584, which should receive the attention of the public spirited citizen at once. The first bill is to prohibit the owning, either through presentation or purchase, of any fire-arms or ammunition of any kind whatsoever, by anyone under the age of 18. Of course, should such a bill become a law it would result in injury to all those handling sporting goods as well as the manufacturers of fire-arms and ammunition.

There is another reason, however, besides the dollars and cents injury to a certain trade, and that is, that it is an acknowledged fact, that the youth of all nations should be taught the handling and use of fire-arms. To-day, the English government are considering a law to compel all schools to drill the scholars in the use of fire-arms. The English people are against the conscription in force in the European countries, and will do all they can to avoid compulsory service in the ranks. They believe, however, that the time has arrived when every male citizen should be familiar with the use of fire-arms. The Boer War taught them a bitter lesson on this subject. The children of the Boers from a very early period are taught to use the rifle for accuracy and also to have a wholesome respect for so powerful an implement. The result of this early training was readily shown during the

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African campaign. A mere handful of Boers, everyone of whom could shoot, held at bay for a long time the entire military power of England, and England now is anxious to take advantage of this lesson. Even in Japan, all the boys are taught to handle fire-arms.

There is another good reason why children should be taught the use of fire-arms. The great number of accidents which occur almost daily are invariably due to the entire ignorance of both sexes of fire-arms and their uses and the dangers attending unskillful handling of same. The person who knows what a rifle or revolver is, never dreams of aiming it, even in play, at a fellow creature.

The second bill relates to the heavy licensing of those over 18 years old for owning fire-arms. This will not prevent the footpads or thugs from continuing business, as there is already a law to prevent the secret carrying of arms, and this bill is simply discriminating against the sportsmen of the country.

We desire to draw attention to these two bills, so detrimental to the interests of the sporting goods trade and the sporting public generally, so that every legitimate means may be used to defeat these bills, which have already passed the Senate, and are now in the House Committee.

ATLANTA IN MAY.

The management of HARDWARE is arranging to get together in a special party those from the East who intend going to Atlanta in May for the Southern Hardware Jobbers' Convention, in order that the ordinarily monotonous trip may be made a pleasant one. If a sufficient number of reservations are made a special train will be used to carry the party. Considering the very attractive programme that is being arranged for this convention it would seem that a large number of visitors would be present. The question of rates will be decided upon shortly, and announcements concerning them and further arrangements for the special party will be made in HARDWARE.

DEATH OF WILLIAM WILCOX.

William Wilcox, the oldest manufacturer in Middlesex Co., Ct., died at his home in Middletown Sunday, March 13, aged 84 years and 5 months. Mr. Wilcox was a lineal descendant of John Wilcox and Sarah Meigs, who were married on March 7, 1665. His father, Thomas C. Wilcox, was a native of Killingworth, where Mr. Wilcox was born, October 10, 1819. He attended the schools in Killingworth until he was 18 years old when he went to Middletown and was employed in the gun factory of Smith & Cooley. In January, 1842, with William H. Lewis, he began the manufacture of locks. In 1845 he formed a partnership with Lot D. Van Sands, and, when Mr. Van Sands retired a few years later, the William Wilcox Manufacturing Company was formed with Mr. Wilcox as president and E. R. Tracy as secretary and manager. The firm continued until about three months ago when Mr. Wilcox retired, the business being continued by Mr. Tracy. Mr. Wilcox was the inventor of the rotary key hub and the flat key, now a feature of the most modern locks. He was a member of St. Johns lodge, F. and A. M., and was twice married, his second wife surviving him. He leaves no children.

HARDWAREMEN, OBITUARY.

Albion Bindley, of Bindley Hardware Co., Pittsburgh. March 9.

James H. Harrison, of H. D. Taylor Co., Buffalo, N. Y. Aged 60. March 13.

John M. Hanford, Middletown, N. Y. Aged 84. March 7.

John Hopkins, Allegheny, Pa. Aged 75. March 8.

David L. Kistler, of F. Hersh & Sons, Allentown, Pa. Aged 52. March 8.

Frank E. Nowlan, of Nowlan Bros., Whitney Point. Aged 38. March 5.

P. T. Richardson, Princeton, Ill. Aged 43.

H. Moulton Riggs, Turin, N. Y. Aged 58. March 11.

Edward H. Sherwood, of Judith Hardware Co., Lewiston, Mont. Aged 40. March 2.

Tom B. Williams, of Williams, Cohn & Co., Ardmore, I. T. Aged 38. March 9.

Henry H. Wilder, Lowell, Mass. March 9.

Walter J. Wood, Rockland, Me. Aged 76. March 14.

THE HARDWARE OF OUR FORBEARS.

Written for HARDWARE.

When the rattle of the shop, or the murmur of the store, tires the nerves and wearies the body it is pleasant to steal to the birthplaces of the nation, and there looks upon the handiwork of the men of olden times who toiled slowly, but strongly and well, for their products are as good as new to-day.

Picture, if it is possible to the modern eye, such Hardware as might be expected to have come from the Philippines, or some South Sea island; bitstocks of wood, padlocks as big as a mince pie, and thicker than the kind mother used to make for Thanksgiving; scythes that look like machettes, tiny shovels in which Ben Franklin passed hot coals for his friends with which to light their pipes; lanterns more tin than glass, keys nearly a foot long, and bed keys of greater size, swords used in several wars and guns which killed the redskins, and a host of Hardware implements used in the household and otherwise, and all once used in this country's settlement. These strange things, as well as things even more marvelous, may be seen carefully preserved in one of the birthplaces of the nation, old Salem, in Massachusetts, at its Essex Institute.

The traveller of to-day might, with good excuse, be baffled to discover the nature and the use of some of the queer bits of ancient Hardware as he looks upon them in the museum of this Institute. A big blade of steel, ten inches wide at the butt and tapering to a point, certainly resembles a scythe, though more like that in the allegorical picture of Father Time than any which an enterprising farmer of this 20th century might have use for. A glance at the index card above this old scythe affirms the suspicion that it is really a scythe used some time in the 17th century. And by this big scythe is a sickle which Death himself might have used on his busy days, it is so long and rakish.

But coming to the things of domestic life, up in the corner of the museum case is a black thread-bound handle from which four whole bone strips project; it suggests a sawed-off cat-'o-nine-tails, but the cards by its side states that it is an old-fashioned egg beater. Perchance the grandmother could whip with it most excellent custards in those days, but the writer mentally resolved that if he was ever put to the task of being chief cook of the household, he would prefer to hustle around to get a modern "Dover."

Towards another corner of the case, the smoker instinctively turns; he sees nothing familiar about, but has suspicions that something smells of smoke, little like his oldest pipe. He notices a couple of pair of tongs, each about a yard long, and with queer little hollow grips at their end. There is nothing to indicate a fragrant Havana or a well-colored meerschaum here, but the index card briefly states: "Pipe tongs and cleaners, used by the forefathers to pick hot coals from the coal hearth from which to light their pipes." And close by is the dainty little iron shovel, in which wise Ben Franklin used to pass the coals, so that his cronies might light their pipes as they sat about and smoked and chatted about "Poor Richard" and his Almanac wisdom.

The traveller momentarily recalls that the open hearth has vanished, and that electric and gas cigar lighters are here, but he marvels little at the progress of the world until he notices the tinder boxes and the flint and stone, by which crude devices the forefathers used to light their fires.

The family man will observe in the museum the fine set of steel dinner knives, with bone handles, carefully tucked away in a leathern bound, brass trimmed case, each in its place in perfect order. Undoubtedly, these knives once graced sumptuous colonial banquets, when bear, venison, turkey and game were more plentiful than beef is to-day. The family man will also glance at the sad irons, used in 1750, that are still serviceable to-day. Their wooden handles show well that the colonial housewives knew how to keep their fingers from burning as they put a dull gloss on the Sunday linen of their worthy squires.

A gem of the collection is the hardwood door, with its wrought iron handles, nails and hinges brought from a New Hampshire farm, and which was erected before Revolutionary times. The iron work of this door is apparently as good and as strong as the day it was made, and some of the wrought

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iron nails are driven into the hardwood to show that they are still strong. Of course, the finish is crude, for this iron was wrought when men were in a hurry to get safely into their homes before the aborigine came along with his tomahawk and scalping knife to make things even livelier.

A wooden bitstock, undoubtedly hand carved, and about a yard long shows the clumsy tools with which the forefathers had to work. Near the bitstock is a quaint old pair of pincers, with which "ye cordwainer" might have pulled the misdriven peg from the sole of the shoe, or the aching tooth from the head of the village dandy. A vine cutter looks as if it might have come from old Greece, and a powerful wrist muscle must have been necessary to use it, for its operator had to cut twigs by squeezing them between its blade and its flat base.

A chain of rings seems to have been the iron dish cloth of some family of giants, but it is really the Flemish girdle chain by which old-time butchers fastened their steels to their waist. A collection of ancient steel-yards and balances range from those small enough to weigh particles of gold to those great enough to balance bales of hay.

Among the keys, locks and latches, there are some strange pieces; padlocks as big as an old-fashioned mince pie, keys as long as a foot rule, and latches of quaint shape and use, but the strangest of them all are the bed keys. One of these is of hardwood, 15 inches long, and its ward a square hole at its thickest end; it looks like the handle of a modern child's cart, for its knob is another stick of wood at right angles to it across its top, other bed kegs are smaller, and are of both wood and metal.

The bed key is a stranger to the men of these days of air mattrasses and folding beds that look like pianos. But when our sturdy ancestors went to bed they made sure that the bed posts were locked to the walls, and that the sides were firmly fastened in place, so that the bed might neither collapse beneath them or double up upon them, as have done some modern rest promoters. Incidentally, the bed key was always kept where anybody or everybody might find it, so that the bed might be quickly unlocked, taken down and carried out of doors in event of fire.

From the forges of colonial Vulcans are many exhibits, quaint looking guns that were used against the savage redskins or wild beasts that roamed to the Atlantic seashore. There, too, are swords that have drunk blood in two continents, resting calmly besides the gaudy dress swords of dandy soldiers in times of peace.

And of Hardware for the household there is a great variety, some of which the 20th century man readily recognizes and some of which is certainly Greek to him. What looks like a tin cage for small birds is really a lantern, though a man used to electric lights can scarce understand the value of the faint light that might steal from its tallow dip through the knife blade holes punched in its sides.

A roasting jack is a puzzle to the man of to-day who likes his beef well done. On the roasting jack, the colonial housewife used to "spit" the daily allowance of meat, and slowly turn it before the open fire, so that all parts might be equally well done. Bread was toasted in a like manner, though an odd looking wire device was often used as a toaster.

A Dutch oven hanging on a chimney crane looks like a witch's kettle, and a foot stove was a luxury of the forefathers of which men of to-day know but little. The foot stove was a tin box, about a foot square, in a wooden frame, with holes punched in the top and sides of the stoves. In olden times, when hardy forefathers considered stoves in church the Devil's temptation to sleep during the sermon, these foot stoves were filled with hot coals from the family hearth, and rushed to church by a swift runner and placed in the family pew.

Apple roasters, shovels, tongs, andirons, fire tongs, fire backs that look like tombstones, and many other queer things of "our forefathers'" homes are included in this collection.

Scattered here and there about the Institute, as parts of other collections, are a number of other things of interest to the Hardwareman. An iron door scraper, on which polite people wiped their muddy boots before entering houses, looks big enough for an elephant to have used; a potato masher that would make a big "billy" for a policeman to-day, and a milk skimmer that is but a wooden saucer. Ship's Hardware—well, that's another story. Looking at so many queer things of the forefathers is getting a little confusing. How did they ever get along with such crude devices? How did they ever make them? What would they do in these days when machines whirl so swiftly, and tools are turned out by the gross instead of by the single one? And will the world keep moving on, and the men of the next century look back upon the cherished products of this age as crude devices of simple people? And will the Hardware of to-day last the one and two centuries that the Hardware of the forefathers has endured?

Certainly the journey to the Institute at old Salem has been interesting. A glance at the curios the forefathers once used is sufficient proof that the world is moving on, and that there is more in it to-day than there ever was. F. A. G.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The New England Hardware Dealers' Association held their adjourned annual meeting at the rooms of the Boston Merchants' Association, Boston, on the 9th inst. An amendment to the by-laws was acted upon and passed, causing the membership hereafter to be confined to the retail dealers exclusively, the word wholesale being expunged. An effort will be made to prevail upon the retailers all over New England to take a greater interest in the objects of the association, and cause it to approach more nearly the associations of other States.

President John H. Sayward, of Haverhill, Mass., was in the chair. D. Fletcher Barber, of Boston, made the report for the Committee for Reorganization, the other members of which were Henry M. Sanders and F. Alexander Chandler, of Boston. After considerable discussion the report of the committee was accepted unanimously, including the change in by-laws by which membership in the association was restricted to the retailers. George F. Mulhall, of Boston, representing the jobbers, voiced the sentiments of these gentlemen in expressing entire approval of the change which will take ten wholesalers from the list of members.

The Nominating Committee appointed at the annual meeting, consisting of W. D. Parlin, of Natick; S. D. Balkam, of Jamaica Plains, and George F. Mulhall, of Boston, made its report, which did not include the nomination of a president, that selection being left to the meeting as a whole because it was a foregone conclusion that President Sayward would be re-elected if he could be persuaded to serve another year. He was elected from the floor, nominated by Mr. Barber and seconded by Charles E. Adams, of Lowell, Mass. The list of officers as unanimously elected is as follows:

President—John H. Sayward, Haverhill, Mass.

First Vice-President—John B. Hunter, J. B. Hunter Company, Boston.

Second Vice-President—E. A. Loomis, Belcher & Loomis Company, Providence, R. I.

Secretary—James A. Farless, Boston.

Assistant Secretary—F. Alexander Chandler, Chandler & Farquhar Company, Boston.

Treasurer—Henry M. Sanders, Henry A. Sanders & Co., Boston.

Directors—The president (ex-officio) and D. Fletcher Barber, Chandler & Barber, Boston; Charles E. Adams, Lowell, Mass.; B. C. Pierce, Pierce Hardware Company, Taunton, Mass.; Calvin M. Nichols, Hoyt Company, Boston; Joseph H. Williams, Burditt & Williams Company, Boston.

Without enthusiasm your life will be a blank and success will never attend it. Industry is the secret of success. It blinds us to the criticism of the world, which so often damp our very earliest effort. It makes us alive to the one single object: That which we are working for. It fills, not with the desire only, but with the resolve to do well whatever is occupying our attention.

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HARDWARE CLUB OF NEW YORK.

The twelfth annual meeting of the members of the Hardware Club was held at the parlors of the club, Saturday, March 19, this being the tenth year of the occupation of the club's quarters. The following governors were elected to serve three years, viz: Alfred D. Clinch, Terence F. Curley, James D. Foot, Henry L. Freeland and Francis B. Griffin, the two latter being new members of the board; Webster R. Walkley declining a re-election as a governor. Joseph Gales was chosen a governor to serve one year.

The president of the club, R. R. Williams, in presenting his report for the year made the following address:

ANNUAL REPORT OF THE PRESIDENT.

To the Members of the Hardware Club.

At this, our twelfth annual meeting, there are substantial reasons for congratulation on the position and prosperity of the club. Its notable success during all its previous history has been continued during the year which has closed, and under very favorable auspices we come together to review the record and take such action as may in your judgment be called for to secure its uninterrupted and, if may be, enlarged usefulness and well-being.

It is certainly a matter for special congratulation that after the preliminary work of organizing and installing the club in its present quarters was accomplished, there has not been a serious difficulty or solicitude connected with its administration. With a prosperous financial condition, the income of the club being sufficient for its needs, there has been an admirable spirit of loyalty and fraternity among the membership, which has contributed not a little to the success of the club and also to the pleasure resulting from identification with it.

Substantial evidence of the club's prosperity is given in the official reports of the secretary and treasurer, to which you will have the pleasure of listening. From the facts which they will bring before you, compared with those presented in the last annual report, you will learn that there is now a larger membership and a longer waiting list than at the beginning of the year; that during the year there has been an increased income from profit on sales, from dues, from admission fees, and from the interest account. The financial condition of the club is thus seen to be eminently satisfactory. This is the case, notwithstanding the policy which has been pursued of keeping up its equipment to a high standard, including the purchase of about $2000 worth of pictures; but for these and other particulars concerning the club I refer you to the detailed reports of the other officers.

Changes in the membership are constantly occurring, owing to the various causes which operate in the business life of the metropolis. We are thus called upon from time to time to regret the departure of those who have been identified with us in the enjoyment and companionship of the club. New members, too, are constantly coming in to receive the cordial welcome which is extended and to take their part in its pleasures and responsibilities. The details of these changes will be given by the secretary, who will remind you that during the year we have been called upon to mourn the loss by death of ten of our number. Of these Mortimer C. Ogden was one of the charter members of the club, a member of the board of governors, and an active, faithful and honored official. He and the others whose taking off we are required to chronicle will be held in kindly memory. The interruption of these personal relations and the severance of these ties remind us how much worth there is in those with whom we are associated in the intercourse of business life, and impress upon us a recognition of the privilege which remains in the companionships and friendships which are still permitted. In touching upon this I am, perhaps, going beyond the line of formal official duty, but reminding you of the service rendered by the club in promoting these amenities of business life and in cultivating some of the finer traits of our nature, I venture, and without any misgiving, to express the hope that in enlarging measure these higher ends may be attained, as the result of your wisdom and loyalty in directing its affairs and the spirit in which you carry on its work and enjoy its privileges.

Secretary's Report.

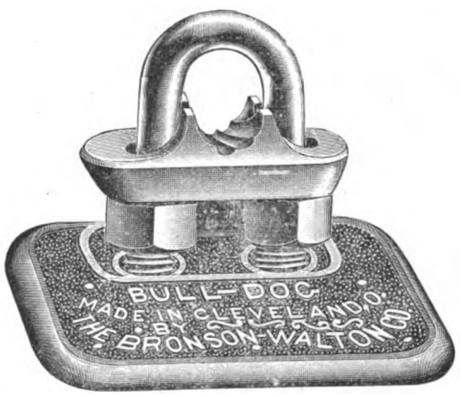
The report of the secretary, A. G. Sherman, contained a brief review of the year and several interesting facts connected with the club's history. Since the organization of the club a total of 1309 members have been admitted. The resident membership limit of 600 was reached about four years ago, and since that time there has been a constant waiting list, amounting now to 52. The non-resident membership limit of 200 has not yet been reached, but there are 175 members of that class. During the past club year ten members have died, a smaller club mortality than for several years. Two-thirds of the members are connected with the Hardware or related trades.

Treasurer's Report.

An interesting detailed report was made by Thomas F. Keating, the treasurer of the club, indicating a very satisfactory financial condition, the gain for the year having exceeded $2000.

A NOVEL SOUVENIR PAPER WEIGHT.

The Bronson-Walton Co., of Cleveland, have presented customers who handle their "Bull Dog" Wire Rope Clamp with the very handsome souvenir paper weight which we illustrate.



A NOVEL SOUVENIR PAPER WEIGHT.

The base plate carries a full grown bull dog clamp. As the souvenir is nickeled and is felt protected beneath, the souvenir has been greatly appreciated.

C. E. JENNINGS & CO.'S CHANGE OF ADDRESS.

C. E. Jennings & Co., 101 Reade Street, New York, who are manufacturers of a large variety of Mechanics' Tools, will, on or about April 15th, move from their present quarters to the more extensive and conveniently located premises at 42 Murray Street, near Church Street, where they have leased the store floor, basement and sub-cellar, each 25x80 feet, which is now being thoroughly overhauled and renovated for their future occupancy. Improving on their present location they will be able to use the rear portion for offices, it being finely lighted and well ventilated. The great increase in their business the last few years has made it necessary to seek more commodious quarters; especially as they have added largely to their former stock by the addition of the Southington Cutlery Co.'s production of Pocket Cutlery, Crescent Safety Razors, Steel Squares, Curry Combs and Emery Wheel Dressers, to which in the new location will be added Tire Bolts, Stove Bolts and similar goods made by the Southington Company.

LUCK—HOW TO GET IT.

Luck is of your own making. Luck means rising at six in the morning, living on one dollar a day if you make two, minding your own business and not meddling with other people's. Luck means the hardships and privations which you have not hesitated to endure; the long nights you have devoted to work. Luck means the appointments you have never failed to keep; the trains you have never failed to catch. Luck means trusting in God and your own resources —a religion whose motto is: "Help yourself, and Heaven will help you." Luck comes to them who help themselves and know how to wait.—Max O'Rell.

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FIFTY YEARS OF HARDWARE.

A. H. SAXTON'S GOLDEN ANNIVERSARY.

"I have heard, Mr. Saxton, that you have recently completed your 50th year in the Hardware business," said a representative of Hardware to A. H. Saxton, of Alfred Field & Co., a few days ago, "and I believe if you could only let your thoughts dwell on the past a few minutes I might obtain some interesting reminiscences which all veterans like myself love to listen to."

"Yes," replied Mr. Saxton, "I have fortunately or unfortunately, it is difficult to determine which, been engaged in the Hardware business for 50 years. I commenced in the Spring of 1854 with F. E. & A. Field, who were located at No. 13 Platt Street, New York, and 66 and 67 Parade Street, Birmingham, England. This firm had been running since 1836, having started as Parker & Field, a little later as Parker, Field & Field, and subsequently as F. E. & A. Field, up to the time I came on to the stage.



A. H. SAXTON.

"In the Fall of 1854, the firm was changed to Alfred Field, and in 1855 Robert Ibbotson was admitted, who remained with the firm seven years, under the firm name of Field, Ibbotson & Co. In 1862, this firm was dissolved, Mr. Ibbotson retiring, and a new firm formed under the style of Alfred Field & Co., which firm name has continued ever since for 42 years. This old firm, never since it was launched, has defaulted on an obligation, moral or financial, and there is not a man anywhere, that can say truthfully, it has ever intentionally done him an injustice. Alfred Field died in 1884."

"In regard to yourself, Mr. Saxton, if I remember correctly, you were always very active in the general business of the firm of Field, Ibbotson & Co. I suppose you were early in forming those governing principles which gave your firm such a high reputation for industry and integrity."

"About myself?" replied Mr. Saxton. "Well, I have very little to say, seeing that I am unable to determine that I have done much good in the world. I will refer to a few things that have formed inflexible rules of my business life, which may account for my not having been more successful. I have always tried to be very conscientious in keeping engagements, I have endeavored to do nothing in a careless slip-shod way. I have kept my business secrets to myself, but I have tried never to be otherwise than absolutely candid with all with whom I have come in contact. I always see that letters are promptly answered, whether there is anything 'in it' or not. I endeavor to be very clear and explicit in all contracts, so that there shall be no misunderstandings. I keep records of all transactions, and leave very little to memory, as two memories are not always alike. In promptly meeting every obligation as it matures, and exactly fulfilling every contract, whether for me, or against me, I am ingenuous enough to think that people trust me absolutely, and it has for very many years been a pleasure for me to think that people who knew me believe 'my word is as good as my bond.'"

"Yes," remarked the interviewer, "I think I have heard that you were averse to indulge in legal controversies of any kind."

"I have never been in a law suit," replied Mr. Saxton, "and don't want to commence now. I have seen lots of opportunities, where I could have made money if I had consented to a lie, a deception, or misrepresentations. At my age, I am a good deal more than pleased and satisfied that such temptations have been avoided. I am therefore simply a plodder with the great majority, and my ambition is to keep up the reputation of this old firm, and die in the harness."

"In your time," suggested his questioner, "you must have done business with a great number of the old-time Hardware jobbers of which about 1856 to 1859, New York City seemed to be fairly well supplied; especially as in those days imported Hardware formed so large a proportion of a jobber's stock of goods."

"About old-time Hardware houses," said Mr. Saxton. "The old houses that held sway in New York prior to 1860 certainly hold a green spot in my memory. I knew them all, and most of them intimately. Among those that I recall are W. N. Seymour & Co., Patterson Bros., Clark Wilson & Co., Churchill Rogers & Wetmore, Bliven & Mead, John C. Tucker & Co., Norton, Jewett & Buzby, Baldwin, Hill & Co., Howe, Brown & Co., Henry Cromwell, Fox Oakley & Morgan, Reid Sprague & Co., Charles S. Little & Co., Samuel Roosevelt, T. Negus & Sons, Peter Duryee & Co., Townsend Clark & Co., Bruff Bro. & Seaver, Ingoldsby Halstead & Co., E. Robbins & Bradley, Stow & Smart, Walsh & Coulter, Isaac L. Hunt, Many, Baldwin & Many, Sheldon Hoyt & Co., Osborn & Swan, Widdifield & Cohn, Coffin, Bruce, Bishop & Co., Jacob Halsted, Sears Adriance & Platt, Wolfe Dash & Fisher, Cornells & Willis, Wetmore & Co., William Bryce & Co., Willetts & Co., H. & J. W. King, and many others, all long since extinct. What a noble host they were! So far as I know, every man who was a principal in the wholesale Hardware business in New York, in 1854, is dead, with one notable exception, and that is Hezekiah King, of the firm of H. & J. W. King, who is still living, hale and hearty."

"I suppose after the Civil War," Mr. Saxton, "the nature of the foreign Hardware importations changed so completely, under the new conditions in making and marketing American Hardware, that your business was practically renewed on entirely new lines."

"After the Civil War," he said in reply, "I became acquainted with the heads of about all the leading jobbing Hardware houses throughout the United States, and for many years held most pleasant relations with them, but I am sorry to say only a very few of them are now left."

EXPOSITION IN LIEGE.

The Bureau of Statistics has on file a copy of the general programme, classification, and rules to govern the Liege Universal and International Exhibition to be held in 1905. It was furnished by United States Consul J. C. McNally. Parties desiring to exhibit or to secure information should write to the central administration, 14, Quai de l'Universite, Liege, Belgium.

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NATIONAL RETAIL HARDWARE DEALERS' ASSN.

The fifth annual convention of the National Retail Hardware Dealers' Association took place in the Palm Room of the Claypool Hotel, Indianapolis, Ind., commencing Tuesday March 22. This association is composed of delegates appointed by the various State associations on the basis of two delegates for the first one hundred paid members and one delegate for each additional one hundred or major fraction thereof. Fifty delegates were present at the first session, and this number was increased at subsequent sessions by late arrivals.

The convention was called to order by W. P. Bogardus of Mount Vernon, Ohio, the president, with M. L. Corey, of Argos, Ind., national secretary. The president announced that matters pertaining to interstate commerce had been referred to the Executive Committee, which would report later.



PRESIDENT W. P. BOGARDUS.

UNORGANIZED STATES.

Considerable time was given to the discussion of ways and means for organizing dealers in States not yet possessing associations, and it was suggested that dealers in States not organized be invited to attend meetings of the associations in adjoining States. The matter was laid over for further discussion.

COMMITTEES.

The president then appointed the following committees:

RESOLUTIONS.

S. R. Miles, Mason City, Iowa; James N. Kline, Williamsport, Pa.; H. J. Knapp, North Tonawanda, N. Y.; S. R. Fraser, Vinita, Ind. Ter.; C. N. Barnes, Grand Forks, N. Dak.

LEGISLATION AND BY-LAWS.

W. P. Lewis, New Albany, Ind.; H. L. McNamara, Janesville, Wis.; F. Neudorff, St. Joseph, Mo.; C. A. Hutsinpillar, Ironton, Ohio; A. H. Abbe, New Britain, Conn.

AUDITING.

A. J. Scott, Marine City, Mich.; W. S. Shacklett, Fulton, Ky.; D. H. Evans, Tracy, Minn.; C. E. Taylor, Little Rock, Ark.; Harry Hall, Lincoln, Neb.

NOMINATIONS.

E. M. Bush, Evansville, Ind.; W. H. Tomlinson, Le Sueur, Minn.; Frank A. Bare, Mansfield, Ohio; Dennis McLaughlin, Chicago, Ill.; F. C. Moys, Boulder, Col.

PRESS.

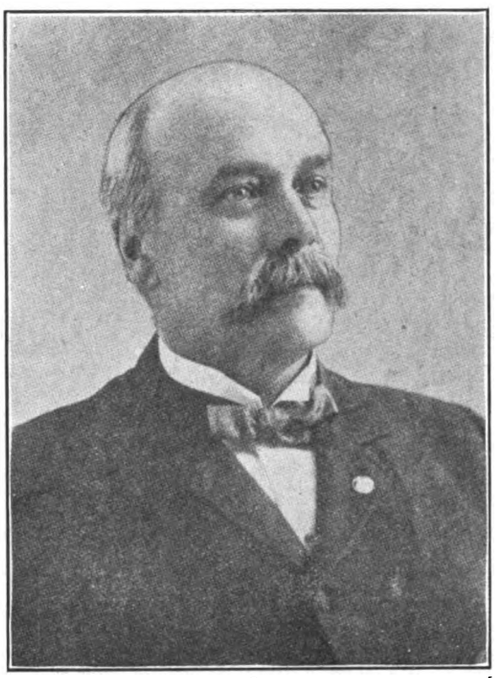
C. F Ladner, St. Cloud, Minn.; C. A. Peck, Berlin, Wis.

PRESIDENT'S ADDRESS.

The afternoon session opened with the president's address, in which President Bogardus reviewed the growth of various State associations and spoke of the importance of having at least one of the national officers present at each State convention, not only because it inspired the members of the associations to greater efforts, but that it permitted the shaping of those efforts along definite lines. The National Association, said he, representing as it now does the leading dealers in 18 States of the Union.

WIELDS A POWER NOT REALIZED

by the unobservant. Mr. Bogardus then briefly reviewed the work done by National officers before the National associations of jobbers and manufacturers at Atlantic City, and spoke for greater efforts for the up-building and encouragement of State and local associations.



TREASURER A. T. STEBBINS.

MUTUAL INSURANCE.

Reference was made to the successful launching of the National Insurance Association and to the strength that the success of that movement was adding to both State and National Dealers' Associations. Members were urged to use their influence to overcome hostile insurance legislation that was being enacted by many State Legislatures under the guise of protection to the insured.

PARCELS POST LEGISLATION.

He urged members also to present a determined front in their stand against parcels post legislation, referring to Mr. Denny's House bill No. 7632 as the most dangerous because it proposed to appropriate $100,000 for the installation of an experimental parcels post service in a thickly settled portion of the country, and if this could be made to appear successful it would be taken as a stepping stone to the adoption of the service all over the country, regardless of the greatly increased cost to the people due to the long hauls incident to sparser population in other territories. The whole parcels post legislation was characterized as being unjust, because it injured the many to benefit the few, and made both injured and benefited share in the cost.

He paid a tribute to the memory of Mr. Bock of Michigan, whose life and labors had been an inspiration to all.

In closing the president spoke eloquently of the judgment, wisdom, energy and faithfulness of Secretary Corey, and congratulated the association upon having so efficient an officer.

On motion by Mr. Ladner, it was decided to publish the president's address in full in the next issue of the Bulletin.

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REPORT OF SECRETARY.

Secretary Corey delivered his annual report, in which he reviewed the work of the association during the year. The text of this report was of an executive character, and its publication is deemed undesirable. The secretary warmly commended the National Jobbers' Association for the disposition they showed to stand firmly by the retailer and for the interest they had taken in the retailers' associations, and in the generosity of the hospitality of jobbers at various convention cities.

This report was also ordered published in full in the next issue of the Bulletin.

Comparison of Catalogue House and Retail Prices.

L. Lindenberg, of Dubuque, Iowa, delivered an address on the comparison of catalogue prices and retail prices, and this led to a general discussion which lasted an hour or more.

Sharon E. Jones of Richmond, Ind., read an important paper on the

UNFAIRNESS OF MANY MANUFACTURERS' LISTS,

discounts, terms and practices. He said in part:

Not many retail Hardware merchants have escaped the hardships and unfairness of the many arbitrary rules and regulations made by manufacturers and jobbers during the past few years, and the fact that members have not risen in open protest reflects their conservative, cautious policy in planning every move before they make it. Take first the matter of listing goods, or making price-lists. Some lists are subject to so small a discount that goods must be retailed at an advance over the list, and others are so absurdly high as to cause no end of confusion and

UNNECESSARY LABOR IN FIGURING.

Take, for instance, 8-ounce Upholstery Tacks, which are listed at $1 per pound, and are to-day selling at 90, 50, 10 and another 10, if you must have it. Glass caps the climax of them all, with three different lists in about two years, and a threatened fourth, all subject to ridiculously large discounts. In fact, most of the common articles of sale in a Hardware store are smothered in figures and tied with many naughts, all to the great disadvantage of the retailer. I have inquired the reason for such unreasonable lists, and have been repeatedly informed that lists are made high to make the retailer believe and the customer believe they are getting a low price by giving them a big discount, and I am sure this is true in no small sense, for I have heard of the sale of goods by unprincipled salesmen to ignorant or innocent purchasers at much more than their true value by taking advantage of high lists. High lists offer an opportunity for dishonest salesmen to defraud the innocent buyers. They are

FULL OF OPPORTUNITIES FOR MAKING MISTAKES.

in figuring discounts. They are time killers and brain paralyzers. They should be revised and lowered, so that no article should be listed at more than double the jobber's cost.

This would allow for all the profit any one should have, and would save much time and prevent many errors. Another evil is that of making the lists so low that there is no fair margin of profit even when selling at list price. This is mostly found in specialties and Mechanical Tools, the very lines which should carry a liberal margin of profit to the retailer. The customer has been educated to expect a discount from every printed list, and can hardly be convinced that list price or even higher should be his purchasing price. Some manufacturers allow the jobber 10 per cent., and the retailer an additional 10 per cent., assuming that such profit is sufficient. We all know that

NO RETAILER CAN SELL GOODS AT 10 PER CENT.

and make money aside from the most staple article. The average cost of conducting a retail Hardware business is 15 per cent. of the gross sales, and yet there are few manufacturers or jobbers who provide for a margin of profit over this actual cost to the retailer. In short, the retailer is not considered by either the manufacturer or the jobber in the fixing of lists or discounts.

There is injustice, too, in the terms of payment on which goods are sold. Many goods are sold 2 per cent. discount from date of shipment, or net 30 or 60 days. Oftentimes goods cannot be delivered within the ten days, and the cash discount is forfeited, unless the purchaser is willing to risk payment for goods before they arrive. No man's money is worth 24 per cent. per annum for prepayment. Would it not be better for retailers to have their bills come net 60 days, with a proviso that should they be delayed in transit beyond the control of the consignee they should have the privilege of discounting on receipt of goods? There is

ANOTHER PRACTICE THAT IS FULL OF UNFAIRNESS,

though in itself it seems trifling. I refer to charging for boxing and cartage. Some jobbers and manufacturers have long since waived these charges, but some still hold to them, and in many instances the charges are outrageous. I have seen boxing and cartage charges amount to from 5 to 10 per cent. of the face of the invoice. I have known of jobbers who remarked that they made enough off of boxing and cartage charges to defray all expenses of their department and make $10 or $15 per day besides. My advice is to refuse to pay boxing and cartage, and you will win out in most cases.

Relations of Retailer, Jobber and Manufacturer.

T. Frank Ireland, of Belding, Mich., read a paper on the relations of manufacturer and jobber, in which he took the stand that the interests of the retailer and jobber are mu-



EX-PRESIDENT H. G. CORMICK.



SECRETARY M. L. COREY.

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tual, because small dealers cannot always buy of manufacturers, and even the largest dealers find the jobbers' stocks a convenience. Even though the jobber sometimes sells to the consumer and the retailer sometimes buys of the manufacturer, it is necessary to the welfare of both retailer and jobber that the relations existing between them be confidential and cordial, because too many manufacturers are disposed to jump over the heads of both jobbers and retailers and sell to the catalogue houses and department stores. The jobber has influence with the manufacturer, and this influence the jobber necessarily exercises in favor of the retailer, because it is the retailer to whom the jobber looks for his trade. In conclusion Mr. Ireland stated that a high standard of business methods on the part of both retailer and jobber would cover the entire ground and details would take care of themselves.

The association adjourned to meet at 7 p. m. at the Columbia Club, where they were tendered a banquet by local jobbers and manufacturers.

Banquet.

The banquet Tuesday evening at the Columbia Club was a brilliant affair, both in point of the elaborate menu and the excellence of the speeches which followed. John B. Cockrum, general counsel of the Lake Erie & Western Road, filled the position of toastmaster, and his introductions displayed much wit and appropriateness.

Address of Welcome.

E. M. Bush, president of the Indiana State Association, the first speaker, welcomed the delegates on behalf of the State and city, and spoke of the work accomplished by the National Association in the four years of its existence. To the retail Hardware dealers of the United States he gave the credit of being the first and still the only organization of retailers who organized to give battle to the catalogue house evil and the menacing parcels post legislation. The catalogue house encroachments he considered the greatest immediate menace to the trade, and spoke of the injustice of manufacturers selling at lower prices to such houses than they do to the retail dealer, whose work had created the demand which permitted the sale of the very articles they thus sold. In this connection he gave praise to the jobbers of the State and country for taking a hand in the fight on the side of the retailer.

W. P. Lewis' Address.

W. P. Lewis, ex-president of the State Association, the next speaker, gave to the National Association the credit for the recent recognition of the retailer by the manufacturers and jobbers of the country. He spoke eloquently of the Government and the Constitution, which vouchsafed to the American citizen the right of life, liberty and the untrammeled pursuit of his chosen vocation, but called attention to the influences which were at work to curtail or abrogate these rights. That these influences had assumed formidable proportions was proved by the fact that a judicial committee at Washington was actually considering the proposition to deprive the courts of the land of the power of injunction, which was paramount to the destruction of the power of law itself, and its subservience to the votes of anarchistic labor leaders.

Another menace emanating from the same source was the proposed law that said to a laborer that he might work only eight hours, a proposition which was contrary to the commercial progress of the country and the individual advancement of its citizens. He paid a tribute to President Roosevelt for putting the laws of the nation above the rules of a labor union, and for having the courage to risk the loss of 1,000,000 votes in upholding a principle when he refused to discharge a foreman who had suggested a means for doing more work with less men than had been done. This sentiment was roundly cheered, and the health of the President of the United States was drunk at the suggestion of the toastmaster.

Indiana Pride.

John L. Griffiths, a prominent Indianapolis attorney and politician, delivered the most finished address of the evening, on the subject of State pride. His oration exalted Lew Wallace, James Whitcomb Riley, Booth Tarkington, Mrs. Catherwood and other Indiana authors, as making the great West and not New England the center of the nation's literary life; but placed higher than mere individual accomplishment in art, letters, manufacturers or commerce the patriotism and individual character which was broad enough to set public welfare above private gains.

W. P. Bogardus, the national president, used a number of opposite stories to illustrate the difference in point of view, and dwelt upon the importance of building up a character which would permit the Hardawreman to exert his efforts along lines that not only benefited himself personally but that would be of lasting benefit to his communities, the State and nation.

A. T. Stebbins, of Rochester, Minn., treasurer of the National Association, said that notwithstanding the protests that Hardware dealers felt it necessary to file against evident evils, they were optimists at heart, and believed the world was growing better every day, and that they were organized to do all in their power to benefit humanity while they were fighting battles in which victory meant more than selfish gains. He spoke of the rivalry which existed last year between Indianapolis and Minneapolis as to which city should have the present convention, and predicted a victory for the Minnesota City for the next convention.

The convention is still in session as we go to press.

PENNSYLVANIA WHOLESALE HARDWARE SUPPLY ASSOCIATION.

The annual meeting of the Pennsylvania Wholesale Hardware and Supply Association was held on the 16th inst., at the Hotel Savoy, New York City. The following members were present:

C. E. Morgan, C. Morgan's Sons, Wilkes-Barre.

George W. Lewis, Phelps, Straw & Co., Wilkes-Barre.

William H. Conyngham and William Stout, Pennsylvania Supply Company, Wilkes-Barre.

G. Howard Bright, Bright & Co., Reading, Hazleton and Pottsville.

John H. Obold, J. H. Obold & Co., Reading.

A. B. Stein, Stichter Hardware Company, Reading.

A. Raymond Bard, Bard Hardware Co., Reading.

J. M. Krammerer and W. E. Bittenbender, Bittenbender & Company, Scranton.

F. W. Shear and Ralph E. Weeks, Foote & Shear Co., Scranton.

W. H. Taylor, Scranton Supply & Machinery Co., Scranton.

H. L. Raub, Reilly Bros. & Raub, Lancaster.

Henry S. Franklin and George S. Franklin, Steinman Hardware Company, Lancaster.

F. W. Beckley, Hazleton Machinery & Supply Company, Hazleton.

George D. Krause, George Krause Hardware Co., Lebanon.

H. G. Dreisbach, C. Dreisbach's Sons, Lewisburg.

W. W. Welliver, Welliver Hardware Company, Danville.

The following officers were elected for the coming year:

President, William H. Conyngham, Wilkes-Barre.

First Vice-President, H. G. Dreisbach, Lewisburg.

Second Vice-President, A. J. Roat, Kingston.

Secretary, C. G. McCord, Reading.

Treasurer, G. Howard Bright, Reading.

The Executive Committee appointed by the president comprises George W. Lewis, H. L. Raub, George D. Krause, F. W. Beckley and W. W. Welliver, who will act in conjunction with the Advisory Committee, which is made up of those members who have served the association as president.

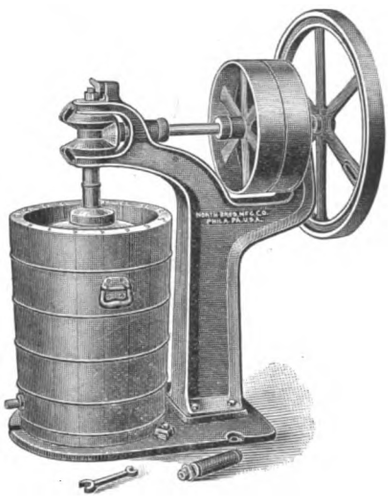
The usual annual dinner was enjoyed with the following guests present: George H. Sargent, of Sargent & Co.; Henry R. Towne, of Yale & Towne Mfg. Co.; R. R. Williams, Hardware Editor of *The Iron Age;* T. B. Coles, of the American Steel & Wire Company; F. W. Baker, Jr., of the American Axe & Tool Company; A. S. Bailey, of E. C. Atkins & Co.; C. F. Reichner, of George Griffiths Company; T. J. Fernley, secretary of the National Hardware Association; W. S. Wolf, of the Reading Hardware Company; B. S. Alder, of New York City, and E. T. Fraim, of Lancaster, Pa. Interesting addresses were made by Messrs. Sargent, Towne, Williams, Fernley, Baker, Taylor and Kammerer, Mr. Kammerer acting as toastmaster.

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NEW GOODS AND SPECIALTIES.

NEW MACHINE ICE CREAM FREEZERS.

North Brothers Manufacturing Company, Philadelphia, Pa., are engaged in marketing this season, in addition to their other well known lines of Confectioners' Freezers, a new line of Machine Freezers, illustrated by the accompanying cut, which shows a freezer designed to meet a demand for smaller sized well built machines of 14 to 32 quart for confectioners whose business is not large enough to warrant putting in forty-quart machines, but who have power in use through electric motors, gas engines, etc., and thereby enabled to do away with the laborious work of operating their freezer by hand power. The can is made of No. 18 sheet



NORTH'S NEW MACHINE FREEZER.

steel, riveted in seam, with heavy malleable iron bottom, and tinned after being made up. The top of can is reinforced with wrought iron band. The body of can is very much thicker than the ordinary can made of the heaviest tin plate, and cannot be dented by careless use, or by ice in packing. The tub is made extra heavy of selected Virginia white cedar, with staves tongued and grooved into each other, and held together with electric welded wire hoops, which are much stronger than ordinary flat hoops, and guaranteed not to fall off. The tubs are painted both inside and outside. The dasher is of malleable iron, heavily coated with pure block tin. It has two metal scrapers for side of can and one scraper for bottom of can. In position shown in illustration, the gearing is engaged with can and dasher to operate freezer. When lever is thrown in opposite position the clutches are separated so that tub with can and dashers may be readily removed. The lever locks the clutch in either position. The arrangement of parts is such that the gearing is never exposed at any time, not even during the change of tubs and cans. The cover prevents any possible injury to operator, or the gearing becoming clogged with dirt or ice and salt. There are no loose pieces to be lost or mislaid. The machine is very compact and of great strength. The frame is in one piece and all bearings are accurately bored.

THE NEW BLACKSTONE ROTARY WASHER.

The Blackstone Manufacturing Co., Jamestown, N. Y., are the makers of the new Blackstone Rotary Washer, with stave legs, of which we give an excellent illustration. The legs of this machine are bolted to the tub, with two heavy steel bolts in each leg, and are reinforced with a steel rod underneath. The legs are made of hardwood and can be removed if desired. If a leg is accidentally broken, it can be replaced. It is claimed to possess a greater degree of strength than any Washer made with staves extending down the legs. The tub is claimed to be fully two sizes larger than most of the various stave leg machines of this style. The Wringer box is large and is built into the top of the machine, making it extremely durable and very convenient, especially when compared with those fastened on with brackets or with nails. The

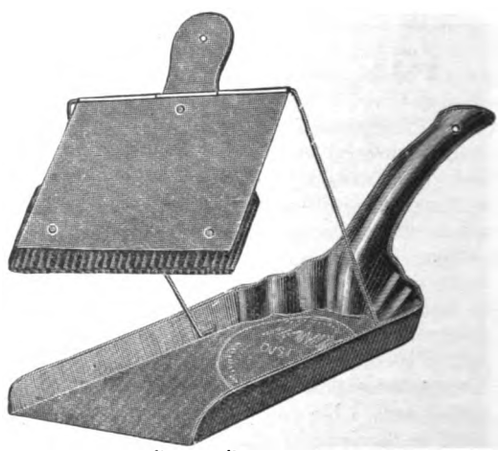


BLACKSTONE ROTARY WASHER WITH STAVE LEGS.

Washer is fitted with all the latest improvements inaugurated by this company; and is nicely finished a mahogany red with the castings of aluminum. When crated and shipped the legs are all in place as shown in illustration. Write the manufacturers for circulars and catalogue.

THE "DANDY" SINK CLEANER.

Among the recent reforms instituted in the domestic circle, those affecting kitchen economy and culinary improvement have come largely to the front, and greatly to the benefit of kitchen cleanliness and comforts. A number of appliances are on the market by which the usual accumulation of refuse and filth that so frequently disturb the serenity of the housewife, are greatly lessened in quantity and readily



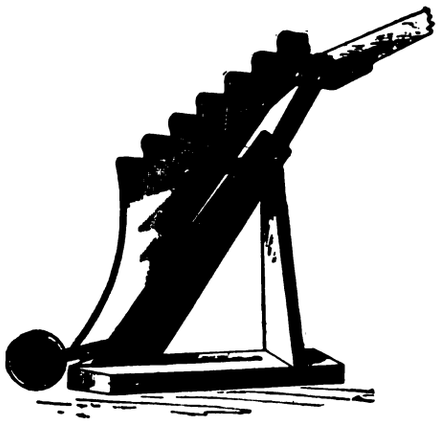
THE "DANDY" SINK CLEANER.

disposed of. Among those of recognized utility the "Dandy" Sink Cleaner, manufactured by John E. Sudlow, 986 Halsey Street, Brooklyn, N. Y., has achieved great popularity throughout the country, having been on the market for several years and established a reputation as a ready seller at a moderate price in every town where it has been introduced. It is a combination of shovel and sink scraper, convenient in form and a practical sanitary utensil that prevents germs of any kind from finding a lodgment where this sink accessory can reach them. Those not already acquainted with its merits should write to the manufacturer as above.

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PRESCOTT'S I X L CARRIAGE JACK.

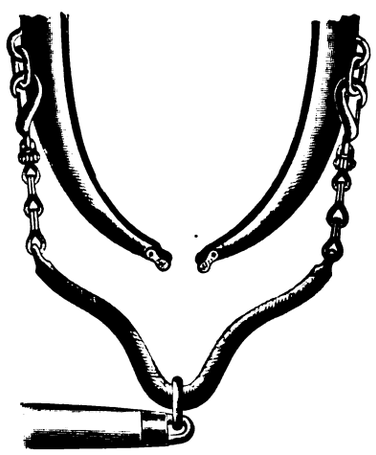
Edwin Prescott, 59 Beverly Street, Boston, Mass., is placing before the Hardware trade a Carriage Jack which we illustrate, that is entirely automatic in its action, requiring no adjustments and possessing metal bearings throughout. The inclined head admits of wide notches, all within the base, giving a firm support. The load rises to the same extent on any notch. The roller rises as the load is lifted, but by raising the handle it drops, lifting and carrying the jack about, keeping the foot flat when other kinds were rounding by being dragged along. It is made in three sizes: No. 1 is suitable for carriages, hacks, etc. No. 2 is for livery use, as it handles easily a four-horse barge. No. 3 has iron-clad notches, and is for wagons up to 8,000 lbs. weight. The Nos. 1 and 2 are fitted with iron caps to take the wear, and elastic buffers, secured in such a manner as to prevent the axle being bruised by the jackhead.



PRESCOTT'S I X L CARRIAGE JACK.

NIAGARA TUBULAR STEEL BREAST STRAP.

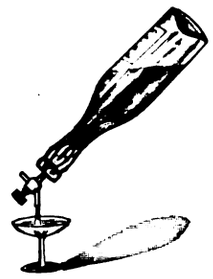
The Metal Stamping Company, Niagara Falls, N. Y., are the manufacturers of the Niagara Tubular Steel Breast Strap, which is represented by the accompanying cut. The main part of this breast strap is made of a flat piece of open hearth or cold rolled steel of the best quality, which by means of cast steel dies and powerful presses is put into the exact shape necessary to serve its purpose the most effectively; making in the operation a Breast Strap that is strong, convenient and perfect in appearance. It forms a perfect substitute for a leather breast strap with center slides and snaps. It is claimed to wear the collar far less than a leather breast strap does as the spread of the bail is such that any part touches the collar but rarely, and if from an unusual side push it should chance to touch it, it would be done by the flat surface of a smooth link. They are made to be sold at a moderate price and afford a good profit to the dealer; and will be found an appropriate addition to any Hardware stock in the country. Write the manufacturer as above for particulars.



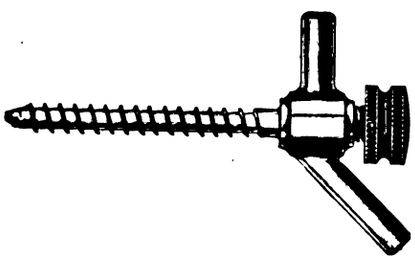
NIAGARA TUBULAR STEEL BREAST STRAP.

"ERIE" CHAMPAGNE TAP, NO. 210.

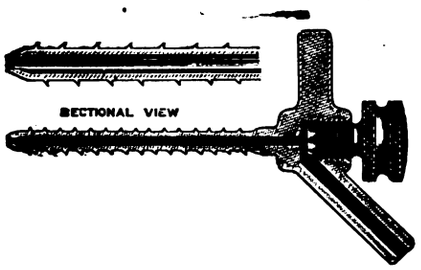
The Erie Specialty Co., Erie, Pa., are calling the attention of the Hardware and housefurnishing goods trade to their new Champagne Tap No. 210 which they have greatly improved recently and are placing upon the market, and rapidly superceding other forms of preserving the gas and keeping champagne lively and palatable after the original cork is drawn. The perfect champagne tap must do its share of the work satisfactorily so that no leakage of gas, be it ever so little, shall emanate from the wine. This has hitherto been in too many cases a failure, until the present tap was introduced embodying features readily understood from the illustrations herewith. A German silver wire is secured to the valve screw extending and closing the reduced opening in point of top which prevents any clogging from small parts of cork. On this wire and end of valve screw, is a washer of vulcanized fibre with sufficient resistency to make the valve gas and liquid tight. When the valve is opened the wire is drawn from the point leaving a free opening around it for the proper flow of contents. As shown in illustration, while valve screw is opened and closed, the bottle should be tipped up, preventing any escape of free gas.



CHAMPAGNE TAP, IN USE.



ERIE CHAMPAGNE TAP, NO. 210.



SECTIONAL VIEW OF TAP.

DAUS' "TIP TOP" DUPLICATOR.

The Felix F. Daus Duplicator Company, 111 John Street, New York, are the manufacturers of one of the most reliable duplicating processes now on the market. It reproduces the handwriting with such exceeding fidelity that the results of the duplicating process are frequently mistaken for original letters. From one original it is able to produce 100 to 150 copies in black ink. Included in the set of material furnished will be found 5½ yards rolled printing surface, which can be in continual use; two bottles of ink; rubber smoother and sponge, all ready for constant use. The manipulation of the apparatus is extremely simple and easy. By turning the two cog wheels shown in the illustration the Tip Top coated paper is stretched and made ready for use, the original having first been written with the ink supplied, on hard smooth

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ledger paper. Reproductions are made on any description of paper, although the smoothest is best. The original, when dry, is laid written side downwards on the printing surface, smoothed lightly by the hand in every direction, and it is left 1½ to 2 minutes, so as to adhere. This produces the negative. On this negative place immediately and in succession, the sheets to be printed, by smoothing lightly each



DAUS' TIP TOP DUPLICATOR.

sheet with the rubber smoother and removing it quickly until the desired number of copies is produced. After use, roll up the negative surface towards your right. If the roll on the left is used up, transfer back to the left roll all the Tip Top negative paper from the roller on the right and use again as at first. No washing is required; although visible, the old ink of the previous negatives will not show reprints, it will entirely absorb itself in a few days. In this way the same roll can be used over and over again. For further information as to prices and discount, write the manufacturers at above address.

BALL BEARING SASH PULLEY.

The Grand Rapids Hardware Company, Grand Rapids, Mich., are placing on the market an entirely new type of sash pulley with ball bearing wheel, as shown in the cuts herewith. As will be seen, it runs on a turned steel cone-axle, which is claimed to be a great improvement in the design of sash pulley wheels. Seven 3-16-inch solid steel balls travel between the groove of this axle and the polished steel bushing. The sash cord or chain rests in a polished steel groove,



FIG. 1.—GRAND RAPIDS BALL BEARING SASH PULLEY.

a flat groove for chain, see Fig. 3, and a round groove for cord, the wheels being furnished either flat or round as required. The wheel itself is made from two sections of pressed steel. These sections are held together by four eyelets, two on either side. The Grand Rapids pulley is inserted into the frame work of the window without nails or screws. It is only necessary for the carpenter to bore four holes. In the type illustrated a mortise can be made in one of three ways, either by boring four 13-16-inch holes in line, with centers ½-inch apart, or, by use of the quadruple bit, boring the four holes at once, or by making a straight side mortise with round ends, 13-16-inch wide by 2 11-16-inches long. It is not nec-



FIG. 2.—FRONT VIEW OF WHEEL.

essary to counterbore for face plate, and no cutting or trimming is necessary. Architects or dealers wishing samples or



FIG. 3.—WHEEL WHEN USED WITH CHAIN.

any detailed information will find prompt attention paid to their requests by the manufacturers. The same company manufacture the Fox steel sash pulleys, as well as a line of Grand Rapids pulleys, having roller bearings instead of ball bearings.

WORLD'S FAIR INFORMATION BUREAU.

In the issue of their Spring 1904 catalogue, Butler Bros., Chicago, New York, St. Louis and St. Paul, make the following important announcement: "Our St. Louis house has opened a World's Fair Information Bureau for the help of merchants who desire to visit the World's Fair this year. If you wish us to help you in securing quarters for yourself and family please write direct to our St. Louis house stating all necessary facts and your letter will have prompt attention. A cordial invitation is extended to all merchants in all parts of the United States, whether customers of any one of our houses or not, to make free use of our World's Fair Information Bureau and to make our St. Louis house their business headquarters while visiting the Fair. Remember, all letters on the topic should be addressed direct to our St. Louis house, care of World's Fair Information Bureau. Caution: Do not come to the Fair without having written in and secured quarters in advance."

✤

He commenced his speech by saying: "I ought not to be here to-night. I am in Europe for my health, and the Doctor said I must avoid exposure. And I am not like the young lady on the bathing beach at Trouville who wanted her photograph taken. The photographer said: "It is a dark day and it will require a good deal of exposure.' 'Oh,' said she, 'I do not mind *that*.'"

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RECENT TRADE PUBLICATIONS.

The Shelby Stove & Mfg. Co., Shelby, Ohio, manufacturers of the Reliance blue flame gas, oil and gasoline stoves, are presenting to their patrons their 1904 catalogue, which is fully illustrated, showing different styles of each kind of stove. In the construction of their gasoline and oil stoves they state they use only the best material, such as galvanized malleable fittings, best black wrought pipe, two-pass cold rolled sheet steel, full brass angles and stand pipes, etc., and the very best of workmanship. Since estabishing in business three years ago, the Shelby Co. have been obliged to materially increase their capacity in order to cope with the demand made upon them, and are in position to take care of their increasing business as they now have a capacity of 50,000 stoves per year. Each stove is tested for leakage and other imperfections before shipment, and they recommend to the trade that all stoves be operated before delivery to a consumer, and if found defective from any cause, not arising from damage in transit, to report to them, as after stoves have been sold and delivered for consumption, claims for imperfections will not be allowed. A copy of catalogue will be sent upon application to the manufacturers at Shelby, Ohio.

The Demorest Mfg. Co., Williamsport, Pa., announce in their recently issued catalogue the removal of their export and eastern sales offices to 296 Broadway, New York City. The above mentioned is their 57th annual catalogue of Family Sewing Machines, and is very attractively gotten up, illustrated as it is throughout. Some of the advantages claimed by the Demorest Company for their machines are the lock-stitch principle, high arm, best of material in construction, double feed, the motion of which, they claim, is perfect; the combination of the tension with a thread releasing device, an absolutely self-threading shuttle, and the bobbin-winder can be placed on the arm of the machine and be used without running the machine. The above are undeniable advantages and there are several others which will be found on looking through their catalogue, which is printed in four languages in the one book, as follows: English, Spanish, French and German.

The H. B. Ives Company, New Haven, Conn., are the authors of an extremely compact and attractive catalogue which is their No. 11, 1904, descriptive of the Ives sash locks, window stop-adjusters, mortise door bolts, and Builders' Hardware specialties. All former lists, discounts and quotations made by them are by this catalogue withdrawn and canceled. In presenting this new edition the company desire to call especial attention to their increased line of window Hardware specialties and revision of list prices, and announce their intention to continue to maintain high grade finishes on their entire line of goods. The book is a high grade production, being well printed on excellent paper and illustrated throughout with wood-cut engravings. The catalogue typifies the good quality of the products of the company, and should be in the hands of all dealers who have not as yet received a copy.

George Ertel Company, Quincy, Ill., have issued an attractive catalogue which they have designated "General Catalogue" of improved Incubators and Brooders, of which they are the manufacturers. The book gives a detailed account of the construction of these incubators and brooders, also regarding ventilation and regulation of heat. It gives several chapters containing valuable hints on poultry raising and scientific discussion of the development of the chick in the egg, intended to be of help to the beginner and of interest to the expert. The testimonials scattered throughout the book are enough to convince the most skeptical of the merits of their machines. One of these books will be mailed to any one interested in this particular line.

Tower & Lyon Company, Bloomfield, N. J., and 95 Chambers Street, New York, are distributing their No. 12 illustrated catalogue of Hardware specialties, fine tools and police equipments. The book is a very attractive one, the cover being of bright red with black lettering, and contains 111 pages. Tower & Lyon Co. represent the New York office of the Union Hardware Company, manufacturers of skates, gun implements, wood goods, etc.; The National Vise & Tool Works, manufacturers of leg and bench vises, etc.; and the International Glue Company, makers of Martins liquid fish-glues, belting cement, etc. An extensive index is given making possible a ready reference to any of their many products; and also a condensed price-list of Kraeuter's tools which are illustrated and described fully, among which are ticket punches, calipers and dividers, gas plyers, rivet sets, washer cutters, cold and cape chisels, button hole cutters, pinking irons, carpet stretchers, etc., etc. One of the above catalogues will be sent upon request to the Tower & Lyon Co.

A. Treadway & Sons Hardware Company, Dubuque, Iowa, are distributing to the retail trade their "Spring Circular No. 33" dated March, 1904, which is a full catalogue size pamphlet of 112 pages, and embraces the fine list of Spring Goods to be found in their well assorted stock. It is issued evidently in the interest of the mail order department of a wholesale trade; included in its pages is a single "order sheet" to tempt a trial trip on the part of the dealer to whom it may be sent. The pages of Hardware are well printed and finely illustrated, covering all the important lines of Spring requirements for a retailer's stock. A large number of special goods are marketed under the trade mark of the house distributing it, almost every page being devoted to the exploiting of "Wizard" specialties, the "Wizard" brand of fine goods being fully endorsed by the house for superior finish and unexcelled quality, and includes 25 special lines.

The Lancaster Peerless Emery Wheel Co., Lancaster, Pa., are the authors of a neatly arranged catalogue exploiting their Peerless Emery Wheels. This company came into existence in 1893, starting with a 6-foot kiln fastened against a very small sheet-iron shed, large enough for one lathe and a hand-power grinder and with rented electric power. The popularity of their product has so spread that today they occupy 17,000 square feet of floor space. The company use only the pure Turkish emery in the manufacture of their emery wheels, importing it themselves from Turkey. They state very emphatically that there is not an ounce of American emery in their possession and that there never will be. They also manufacture a line of Emery Grinders which they started over a year ago. The catalogue is fully illustrated, giving sizes, descriptions, etc., in detail, and will be sent to any interested dealer upon request.

The Hollands Mfg. Co., Erie, Pa., in their 1904 catalogue "A" exploit the vises, mechanics and plumbers tools which they manufacture. It is a book of more than ordinary attractiveness, being of small dimensions, having a soft black cover printed neatly in white, and containing 52 pages, fully illustrated, finely printed on coated paper, and on each article enumerated are given dimensions, price and description. Their improved planer chucks, having round base graduated are made in eight sizes from six to thirty inch jaw. These are equipped with a sheet shield to keep chips from getting under the jaws and set screws. They also make these with square base at a less price. This company make a hose roll holding up to 100 feet which is substantially built of wrought and malleable iron with galvanized cylinder, ratchet and hose fasteners, and, the company claim will wear a lifetime, and save its cost in wear and tear on hose. Send for catalogue to above address.

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

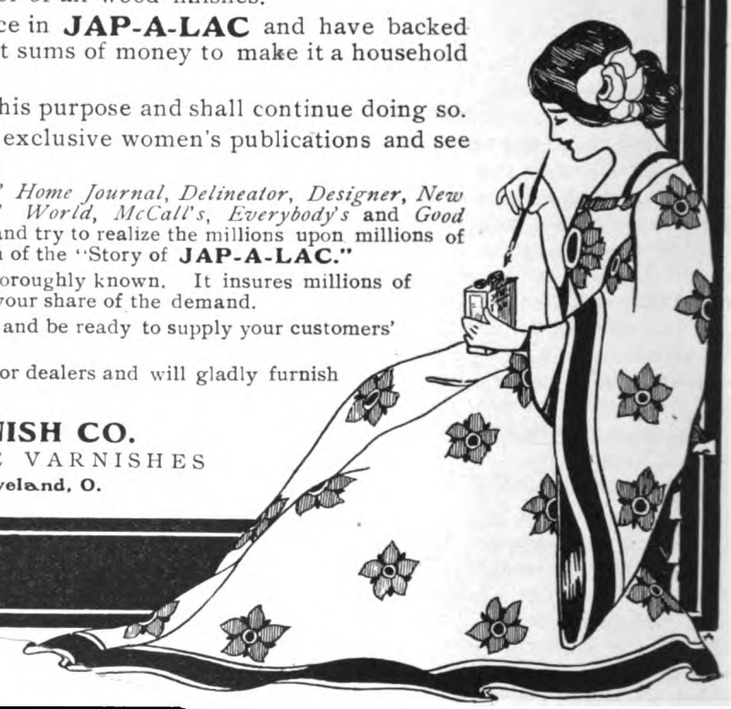
Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Rights of Lessee of Mortgaged Property.

QUESTION: I intend to rent a small farm with a couple of greenhouses on, in Pennsylvania. I believe there is a heavy mortgage on the farm. Please let me know if the lease is good in case (1) the place gets sold by the sheriff; (2) the proprietor dies. What can I do to protect myself?

REPLY: It is perfectly clear that the owner of mortgaged property who is in possesion of the same, may lease the mortgaged premises, and as between the parties to the lease, the lease will be clearly good. Such a lease, however, is not binding upon the mortgagee whose mortgage has been previously put upon the property, in the absence of a stipulation to that effect contained in the mortgage; but as against everyone but the mortgagee it would be perfectly valid. Until the foreclosure and sale of the property, your lease would, therefore, be perfectly good, and you would be quite safe in paying the rents to the mortgagor. But after foreclosure, particularly in view of the fact that you know of the mortgage and will take the lease with notice of its existence, your rights under the lease will cease at the option of the mortgagee or vendee of the property. The only way which we can suggest to protect yourself, is to get the consent of the holder of the mortgage to the lease and enter into a written agreement with him for a valuable consideration, that you shall hold the property for the term of the lease in case the mortgage is foreclosed and he becomes the owner. The death of the proprietor of the farm would not effect the validity of your lease in the least.

Remuneration for Work Performed.

QUESTION: I have some articles in my shop which were brought in for repairs, with the understanding that I was to have my pay as soon as the work was done. I finished it about three months ago, but the owner has not yet called for the articles. How can I get my money out of the articles? Also can I hold them for this full account or for the repairs on the articles only? A reply through your column will be considered a favor.

REPLY: We are of the opinion from the statement of facts that you have a lien upon the articles for the amount of your bill for the repairs done on them, but you have no general lien; that is to say, you cannot hold the articles for the amount of all previous accounts still owing you. As to your right under the lien, you cannot sell the property unless it is of such a nature that it would be unreasonable and to your loss to keep it, as for instance, a horse; but the articles, in our opinion, do not come under this category, as the expense incurred in keeping the articles is not near so large as it would be in the case of property which requires considerable time, care and attendance, and which would necessitate quite an expenditure. In some instances, however, where you keep the property for a reasonable length of time, you may sell the same in accordance with the law, upon due notice to your debtor. In our opinion the best course for you to pursue and which will also enable you to collect the whole amount of your bill, would be to sue for and obtain judgment on it, and then levy an execution against the articles, and selling them, they still being in your possession.

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Moral courage is nothing in the world but just the capacity for doing what we know we ought to do. Give that to every man, and only think with what a stir of eager and vivacious interest this dull world in which we are living would wake and start.

✤

A roll of bills stopped a bullet which struck a Chicago man in the breast, thus saving his life. Yet there are reckless people who will go right ahead day after day without a roll of bills on their persons.

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REVIEW OF THE MARKETS.

WIRE NAILS: The recent advance has no other effect on the market than to encourage orders where provision had not already been made for the immediate future. The transportation problem, which is now somewhat uncertain will no doubt be solved by the advent of milder weather. The market is a firm one. Quotations are as follows:, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.95
Retailers, carload lots 2.00
Retailers, less than carload lots 2.10

New York. A little more eagerness to purchase is noted in the local demand, which may be said to include contiguous territory within 100 miles; and as the last vestige of winter departs, a steady demand is the anticipated result. Quotations are firm at the advance.

Single carloads $2.10
Small lots from store 2.20

CUT NAILS. At the meeting of the Cut Nail manufacturers, called for to-day, it was decided to make an advance over prevailing quotations of five cents a keg. This advance has been to a large extent anticipated by the trade and the large buyers have doubtless protected their interests by a confident booking of orders. Present quotations are as follows: On either Steel or Wire Nails, with no discrimination as to locality, quotations are as follows:

Carload lots .....$1.75 base
Less than carload lots 1.80

f.o.b. Pittsburgh, plus freight in Tube Rate Book to point of destination; terms, 60 days, less 2 per cent. off in 10 days.

New York. Under the present conditions of the Cut Nail market, the local quotations have been advanced to cover difference in cost, and are as follows:

Carloads on dock $1.90
Less than acrloads on dock 1.97½
Small lots from store 2.05

BARB WIRE: Large orders are being received by the mills from the many points in the Far West where an extended area of cultivation has been decided upon, covering as it does in many instances, a better grade of fencing in addition to the ordinary requirements, the better financial condition of the farmer being exhibited by the demand for improved products. The mills are pushed to their utmost to supply the daily increasing demand from the large distributors. Quotations are as follows: f.o.b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days.

	Painted.	Galv.
Jobbers, carload lots	$2.25	$2.55
Retailers, carload lots	2.30	2.60
Retailers, less than carload lots	2.40	2.70

SMOOTH FENCE WIRE: The demand already referred to in previous issues as being of a record character, continues in every direction. The mills are running in some instances, double time to keep abreast of current wants which they find it impossible to accomplish at the present time. Quotations are as follows: f.o.b. Pittsburg, terms 60 days, or 2 per cent discount for cash in 10 days:

Jobbers, carloads $1.90
Retailers, carloads 1.95
Less than carloads 2.05

The above prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

COMMON CARRIAGE BOLTS, MACHINE BOLTS, Etc. The manufacturers of Common Carriage Bolts, Machine Bolts, Coach and Lag Screws, etc., had a meeting in New York last week and made a general revision of their quotations, advancing prices as given below. In view of the condition of the market, the following advanced prices are announced:

Common Carriage, ⅜x6 inches and smaller and shorter 75%
Common Carriage Bolts, longer and larger than ⅜x6 inches .....70 and 10%
Machine Bolts, ⅜x4 inches and smaller and shorter .....75 and 10%
Machine Bolts, longer and larger than ⅜x4 inches .....75 and 5%
Machine Bolts, with C. & T. Nuts .....70 and 10%
Machine Bolts, without Nuts .....75, 5 and 10%
Bolt Ends .....75 and 5%
G. P. Coach Screws 80%
Cone Point Lag .....80 and 5%
Skein Screws 80%

The prices given above for Common Carriage Bolts are for the regular cut thread, but on the rolled thread prices are a little lower, ⅜x6 inches and smaller and shorter being quoted at discount 75 and 5.

CORDAGE: As usual with the season the latter part of March finds some improvement in the demand for Cordage. The following may be said to represent the market, the usual rebate of ¼-cent per pound being given to carload buyers:

Pure Manila, 7-16 inch and larger 12
⅜ inch 12½
¼ inch and 5-16 13
No. 2. Manila .....10½@11
Pure Sisal, 7-16 inch and larger ..... 9¼@ 9½
No. 2 Sisal, 7-16 inch and larger ..... 8¼@ 8½
⅜ inch ..... 8¾@ 9
¼ inch and 5-16 inch ..... 9¼@ 9½
Lath Yarn, Medium and Coarse... 8½@ 8¾
Jute Rope, No. 1..... 6½
No. 2..... 6

LINSEED OIL. The following quotations are announced on "City" Raw Oil by the Dean Linseel Oil Co.:

In lots of less than 5 barrels...43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

Once we heard a well-known Irishman say "An Englishman rarely knows when St. George's day comes; a Scotchman may know when St. Andrew's day comes, but all the world knows when St. Patrick's day comes in the morning." We are reminded of this by the fact that this letter is written on the 17th, and the thermometer this morning at the writer's home was 24 degrees, making it the coldest 17th day of March of which we have any recollection. The ground is still deeply frozen and while some of the warm rains of the last few days loosened the surface soil somewhat we are told that hard frost is still encountered at a depth of three feet. Of course, outdoor work is impossible and there is no inducement whatever for the retailer to buy goods and this feeling is by no means confined to the Hardware trade but is apparently felt in all branches of business. We cannot but believe that two or three weeks of warm Spring-like weather will affect a decided change in the business situation, and from the "hurry" orders already being received for some lines of goods we think there will be a rush as soon as Old Sol has shown his face for a few days. The market still shows remarkable strength and advances are reported in Table Oil Cloth, Machine Bolts, Common Carriage Bolts, and Coach Screws, etc., and while the ch[illegible] in prices are

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not important they seem to preclude the possibility of any radical declines, especially in view of the fact that Spring trade is now so near. On the whole, the prospects are for a good trade in the near future, and while collections have been slow and greatly delayed by reason of the cold weather, we have no doubt that an improvement will be early manifested in that line also. Biddle Hardware Co.

THE CLEVELAND TRADE.

Under the scare that capital was about to gobble up the country, and an excited sympathy for the poor laborer, organized labor secured a large advance in wages that greatly increased the living expenses of the nine-tenths of the laboring population that do not belong to labor organizations and so increased the cost of manufacturing as to prevent a fair remuneration for invested capital, and making the cost of building so high that it became an unprofitable investment. As the larger manufacturers are averse to advancing prices of goods and renters unwilling to pay increased rent, a reduction of expenses is imperative, and as labor is so important a part of the cost, wage reduction becomes a necessity. It is very unpleasant for employers to ask this and only pressing necessities suggests it. After a long strain from unexampled business activity, a time of relaxation may not be amiss, and is a benefit to the nerves, if not to the bank account, as entire exhaustion would be the only limit of endurance while business claims close attention, so depression may not be an unmixed evil and may prove a benefit, if we are able to cure evils that the strain and stress of business produced. These evils are being discovered and an effort made to cure them. An effort to decrease wages will be resisted, but if a fair degree of good sense prevails, the business of the country is not likely to be interfered with. Activity in business is already increasing, and we may soon be too busy to remember our troubles. The farmers are already busy in preparing for Spring work and another good crop will do much to efface the scars of the trust scare. The recent decision of the Supreme Court should allay any fear that trusts are to rob the people, or to ruin the country. If panies and bankruptcies are evils, the country has more to fear from unwise competition than from combination.

The Lockwood-Taylor Hardware Co.

THE PITTSBURG TRADE.

Spring has opened at last and with it the retail merchant has awaked from his hibernating and is hungry for goods. The long cold winter held back trade until the middle of March, but it is now past and a good trade moving. The improvement in the steel and iron trade is marked, orders being in hand to run the mills full and warranting an advance in price. A very important crisis has been passed in the bituminous coal trade. It was feared for a time that a strike would be inaugurated April 1st, but better counsels prevailed and an agreement was reached by the conferrees which fixes the labor scale for two years from that date. This affects directly 200,000 laborers in the coal industry in the four States, Pennsylvania, Ohio, Indiana and Illinois and indirectly would affect as many more among manufacturers using coal. The railroads have refused to make any reduction in coal rates which is quite a disappointment to our coal companies. A hopeful feeling is evident for the year's business among almost all classes and should the crops come up to an average yield, we can see no reason why the latter half of the year should not show a great improvement on the opening months and start a new forward movement that will surpass anything we have yet experienced.

Logan-Gregg Hardware Co.

THE CHICAGO TRADE.

Owing to the cold and stormy weather of the last four or five weeks, there has been somewhat less trade than usual until within the past three or four days, since which time business has materially improved. The advances that have taken place on such articles as Axes, Builders' Hardware, Locks, Knobs, Wire Cloth, Nails and similar lines have somewhat stimulated trade and the demand for Wire Cloth has been so strong that the trade generally are advancing the price still further. Our salesmen on the road are meeting with success in the way of orders, in particular, for Spring goods.



IF CORUNDUM be no better than emery, then emery is no better than iron ore.

If you grant that the United States Government is right when it states that emery is a mechanical admixture of Corundum and magnetite or hematite iron ore, you must at once grant the above deductionis logical.

But to use iron ore for polishing or grinding iron and steel would be absurd. If so, why use iron ore and corundum (emery), instead of the pure abrasive

Craig Mine Crystal Corundum.

THE

CANADA CORUNDUM

COMPANY, Limited,

TORONTO, CANADA.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

There is quite a strong demand for Barb Wire throughout the entire northwest, and the trade in the city promises better than usual, just as soon as we can have a few days of seasonable bright weather. WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

Business all through the Northwest has been very small because of the severe weather. For more than a month the average was 20 degrees which is not conducive to getting around, but a few days ago the severe spell was broken and everything appears better, though it is questionable as to the amount of Spring business we shall get, as so many dealers are carrying over accounts which should have been paid, but there must be a reasonable amount even if credits are strained. At present, prices are being upheld—no unusual disturbances occurring.

HACKETT, WALTHER, GATES HARDWARE CO.

THE CINCINNATI TRADE.

The Sporting Goods season opening up is giving the retail Hardwaremen handling this line, ample room for exertion. Many of the retailers are making window displays of bicycles, etc., boxing gloves and fire arms. The Peters Arms & Sporting Goods Company display two silver cups which they presented to the Y. M. C. A. baseball team and basket ball team for championships in both leagues, 1903 and 1904. Pickering makes the announcement that the Southern Ohio Consulate League of American Wheelmen will meet on the 21st at the Palace Hotel to arrange for the coming season. The jobbers are anxious to see good weather that the goods already shipped may be used up. H. Belmer & Company are selling large quantities of one-inch poultry netting to be used in pigeon plants. A number of large plants for raising squabs for market have been started in Ohio and Kentucky in the last three months; the demand for squabs all winter has been enormous, the large hotels being supplied from Philadelphia at $3.50 per dozen, f.o.b., Philadelphia. Mr. Rauch, manager of the house furnishing department for Mabley & Carew, has been given the entire basement of the stores and is doing extensive remodeling for the purpose of adding Hardware to this department in April.

CINCINNATI TRADE ASSOCIATION.

THE DAVENPORT TRADE.

Winter is playing a few days return engagement, evidently fond of sojourning in this active and beautiful city; its lingering, however, does not add materially to its activity or beauty. During the few days of warm and fair weather preceding the recent storm, trade was very lively and the sales columns show a very satisfactory increase over the same dates of a year ago. At present both the roads and weather are unfavorable to business and we must await the return of the good old Summer days.

SICKELS, PRESTON & NUTTING CO.

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The voice of the average man spoils what little music he has in his soul.

NEW YORK STATE TRADE.

Spring Trade Backward.

(From our Travelling Correspondent).

Because of the very severe, cold and Wintry weather, trade is exceedingly backward throughout Northern and Central New York. Collections are reported to be very slow, which is also due to the business stagnation caused by the late Spring. In many parts of the State there is still from two to three feet of snow, and in the country districts the roads are almost impassable. In the country Hardware store at the present time there is practically "nothing doing" and the merchant is not placing orders for Spring or Summer goods as freely as a year ago. There is no doubt, however, that when the weather becomes more settled and the Spring trade actually begins there will be many rush orders placed with the local jobbers. And although the Hardware trade is now exceedingly quiet, indications point to a good Summer business.

In the farming and dairy district of Central New York the people generally are in a prosperous condition. All Winter good prices have been had for all dairy products; and the manufacturers in the smaller towns of the State have, with few exceptions, been running full time, and report many orders for future delivery. All this points to a good Summer's trade.

A wholesale Hardware house doing a large business throughout Eastern and Northern New York is the Albany Hardware and Iron Co. A large double store is occupied by this concern on State Street, Albany. In addition to their jobbing trade the Albany Hardware & Iron Co. carry on an extensive retail business and have a well arranged and attractive store. The concern use their large windows to good advantage in displaying goods and find that many sales are made from window advertising. A very attractive display was recently made of barbers' supplies, in which was shown a full size figure dressed as a barber, and attractively arranged about the figure were all kinds and varieties of razors and other supplies. The window could not help but draw the attention of men, and must have made many sales of these goods.

Another Albany concern enjoying a large retail trade is the Waterman Hardware Co., located on Pearl Street, in the heart of the best retail district. In addition to general Hardware the Waterman Co. carry a large line of tools and cutlery and reported retail "pick-up" trade as being very satisfactory.

At 871 Broadway is located the old established Hardware firm of Fowler & Babcock, one of Albany's progressive retail houses.

G. V. & F. W. Cameron, at 284 Central Avenue, have for many years carried on a constantly growing Hardware business. Some changes recently made in store arrangement have added much to the attractiveness of their store.

An enterprising retail Hardware firm in Troy is the Sweet-Packard Co., who now occupy a large double store, which is well stocked with Hardware as well as sporting goods. The

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

firm make a strong bid for business in this latter line and have found it a profitable side line.

IN THE MOHAWK VALLEY.

Although there are still two feet of snow in many places through the Mohawk Valley, and the weather is more like that of January than March, Spring business is slowly opening up. This has been a great season for all Winter goods, and those Hardwaremen who have handled horse blankets and robes have done a very large business in these goods. In referring to this trade one Hardware dealer said: "Business in robes and blankets has been exceedingly brisk all Winter. Generally this trade drops off after Christmas, but this season, because of the continually cold weather, we have been able to sell out slick and clean in this department. Trade has also been unusually good in harness and horse furnishings."

John R. Taylor, who has done such noble work in the building up of the New York State Association of Retail Hardware Dealers, is the senior member of the Hardware firm of John R. Taylor & Co., of Little Falls. A large double store is occupied by this progressive firm. The store is very attractive, being well lighted and the arrangement of stock is good.

One of the oldest Hardware firms of Central New York is Shepard, Skinner & Co., located here in Little Falls.

The Wright-Dana Hardware Co., of Utica, N. Y., are gradually increasing their jobbing business by extending the territory covered and working it down closer. This concern are showing much enterprise and are succeeding in building up the wholesale end of their business. Prompt shipments and careful attention to all orders are two of the secrets of the firm's success. Their retail store, located on Genesee Street, has recently been somewhat altered and improved in its arrangement. The Wright-Dana Co. make a special feature of their window display and have recently been showing a large fire engine which was constructed entirely of Hardware. This attracted much attention, and certainly was a novelty in Hardware window display.

Another Utica jobber also having a very attractive store is The Roberts Hardware Co. This firm sell Hardware throughout Central and Northern New York.

In Hardware manufacturing the Utica Drop Forge & Tool Co. are very busy making their popular line of pliers and small tools.

Another Utica concern closely allied to the Hardware trade is the Savage Arms Co., now located in their new plant with increased and enlarged facilities; the Savage Arms Co. are better enabled to take care of their fast increasing trade.

Fishing rods may not be Hardware, but those manufactured here in Utica by Clark-Horrocks Co. are now to be found in almost every large city in the United States. The firm also handle a complete line of fishing tackle, as they are selling agents for the J. B. MacHorg Co. and Mohawk Valley Line Co. Their factories are running overtime in order to keep up with the demands for the fishing tackle made by them.

In Rome, N. Y., the Wardwell Hardware Co. carry a large stock of general Hardware, doing both a retail and jobbing business.

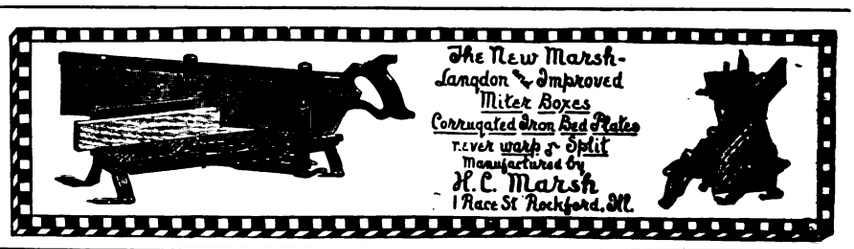
Raffauf & Hyde, of Rome, reported business as good as could be expected, considering the weather.

Many building operations which have been suspended because of the very severe Winter, will be continued as soon as Spring opens, and indications are that the late Spring and Summer trade will be good in all parts of Central and Northern New York.

HAMMERNAIL.

BOLTS AND LOCKS IN MEXICO.

Considering the number of buildings that are being erected not only in and around the city of Mexico, but also in all parts of the Republic, it is surprising, says the writer of a recent Foreign Office report, what a lack there is of good finishings, such as bolts and locks, window fastenings, etc. What is obtainable is either of American and German make, and usually of a very inferior quality, with the result that it only lasts a short time. The Hardware business, not only in Mexico City, but also in all the large towns in the different States of the Republic, is in the hands of German firms connected more or less directly with the four principal firms in this city. There are only five Hardware stores of any importance in the city of Mexico, four of them being the firms just mentioned and the other a Spanish firm. There was also until quite recently a large Mexican firm dealing in Hardware with a fair assortment of goods, many of them of British manufacture, but the whole of the business interest and stock has been bought up by one of the existing German firms.



The Hardware Trade
Finds Profit in these Goods:
Dixon's Silica Graphite Paint
Dixon's Lubricating Graphite
Dixon's Graphite Greases
Dixon's Stove Cement
Dixon's Cycle and Automobile Lubricants
PRODUCTION CATALOGUE UPON REQUEST.
JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

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GET IN LINE---SELL

ARMY AND NAVY LIQUID GLUE

A 20TH CENTURY LIQUID GLUE

Increase Your Sales **Increase Your Profits**

The Best and Strongest Glue that Money, Experience and Brains has produced. **NOT A FISH GLUE.** A Pure Animal Glue. The only Animal Glue in Liquid Form made.

THIS GLUE will not Sour, Mold, get Brittle, Brash or Crumble.

STANDS MORE HEAT AND COLD. SMOOTH AS OIL. MORE EASILY APPLIED THAN OTHER GLUES. ALWAYS READY FOR USE.

Does More Work



Does Better Work

All size Cans—no Screw tops, Friction tops—easy to open and close. Every drop can be used.

YOU WANT THE BEST GLUE. WE MAKE IT.

Let us quote you prices. Can we send you trial order?

WACHTER MFG. COMPANY, BALTIMORE, MD

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OUR BRITISH LETTER.

(By Our Special Correspondent).

London, March 12, 1904.

PRICE MAINTENANCE.

One of the most burning questions of the present day among British ironmongers is the struggle going on in reference to the maintenance of prices by well-known manufacturers. James Pollitt, the agent in Great Britain for the Bissell Carpet Sweeper Co., has long held a prominent position among the workers in this question—indeed he claims to be the pioneer of the movement. Ironmongers gladly welcome the means opened up whereby price cutting could be checked and smaller buyers were given a fair chance with larger traders. During the past few years price maintenance has progressed, and may be said to have reached so great a height that it is now an established factor in the retail trade of this country. The attention of the large stores has been drawn to the matter, and the controlling element appears to have succored the freedom of these large trading concerns, and interfered with their price lists. Now, several of the leading stores which have extended connections, and possess clients in different parts of Great Britain, have determined to kick against the terms of sale dictated to them, and in consequence, the price maintenance movement has received a temporary check. The strength of the manufacturers of carpet sweepers, lawn mowers and other well-known commodities will be tested, and it is likely a boycott will be established unless some amicable arrangements are made. Most of the local ironmongers' associations have pronounced in favor of standing firm in their adhesion to those manufacturers who continue to maintain the prices in the interests of traders, and in their efforts to put down cutting. Trading without a profit in some departments, in the hope of securing sufficient business in others to make up for the loss, is to be depreciated. It is the root of much evil, and its baneful influence on British traders is fully realized by all thoughtful business men.

AN UNFORTUNATE INCIDENT.

In my last letter I gave some of the leading particulars in connection with the recent examination held by the Ironmongers' Federated Association. Since writing that letter a matter—apparently trivial but involving a weighty principle has come to light. The examination passed off satisfactorily and no less than nineteen candidates out of the twenty-one who presented themselves, were considered worthy to receive the much coveted I. F. A. certificates. Two of the candidates, Burnett Flatman of Croydon, and W. E. Perry of Southport, passed with honors, the former obtaining first place. It appears that one of the leading weekly Hardware papers in this country in order—as Secretary Smith in his speech before the Birmingham Ironmongers' Association puts it—"to steal a march upon other papers" arranged with Flatman to enter the competition as their nominee, and under contract to supply them with information in reference to the examination. Strange to say, the journal in question announces the fact itself, and rather glories in it. Secretary Smith denounces the action, and considers it does not reflect credit, either upon the candidate or the journal in question. At the request of the examiners the incident, which has cast a gloom over what was otherwise a very successful effort to raise the tone of the British ironmongers of the future, is to be brought under the notice of the Central Board of the Ironmongers' Federated Association at their next meeting.

BRITISH IRONMONGERS SELL HOUSEHOLD FURNITURE.

British ironmongers are much interested in the sale of household furniture, and in many districts it is regarded as one of the chief branches of the trade, and one through which a large portion of the Hardware business of the district is obtainable. During the past week a remarkably successful exhibition has been held at Earl's Court, London. The exhibition was arranged on co-operative lines by wholesale furniture manufacturers, and was under the able management of G. D. Smith, who has been associated with the conduct and control of nearly all the furniture exhibitions held in Great Britain. The venture was most successful, and bids fair to be the forerunner of a long and important series of trade exhibitions, which the promoters intend holding on similar lines. A large number of Hardwaremen attended, and carefully made notes of the different exhibits, many of which were well staged and arranged with skill, enabling buyers to grasp their salient points. American furniture, roll top desks and other office and library appointments, for the manufacture of which the United States is so justly famed, were well represented. Earle's Court is very conveniently situated, and is quite accessible from all parts of London, and is in direct railway communication with the main trunk lines of the leading railway companies, whose trains brought many visitors from provincial towns.

COLLECTIVE BUYING.

James Pollitt of Bissell Carpet Sweeper fame has taken up another question connected with the doings of ironmongers' associations, and has lately aired his views before the Liverpool District Ironmongers' Association. He raises the question of the morality of collective buying. He considers that the fact of placing small buyers on an equality with large buyers, as regards the terms obtained by those firms who purchase largely the same goods, is unfair to manufacturers, and prevents them from making the profit they should. The expenses of working a number of small accounts are greater, and perhaps the risk more, than when disposing of the same aggregate quantity through one or two large merchants; nevertheless, the standpoint from which to regard the matter is a new one, and opens up a question which may be argued on many different lines. The Bournemouth and District Ironmongers' Association when discussing the question at a recent meeting did not agree with James Pollitt's views, and the members were decidedly in favor of collective buying.

RECENT DEATHS.

Many well-known manufacturers of Hardware and ironmongers have been gathered to their fathers during the past few weeks, some having obtained ripe old age. Edward Rush Turner, who died recently, was born in 1824, and for upwards of half a century has been a leading figure in the British agricultural implement trade. He was the senior partner in the firm of E. R. & F. Turner, of Ipswich, who are so justly famed for their food-preparing machinery and milling plant, which they send to all parts of the world. The death of John Collingwood Onions, of Birmingham, reminds us of the antiquity of the firm of bellows makers, of world-wide renown. The name of Onions has been associated with the manufacture of bellows and smiths' hearths for upwards of two and a half centuries. When the Civil war raged throughout the length and breadth of the land, and Cromwell's Ironsides were in possession of many of the castlelated strongholds of rural England, the ancestors of the present firm were hard at work making bellows in the Black Country. Onions' bellows won two medals at the Great Exhibition in 1851, and the firm are to-day in the foremost rank of those engaged in the bellows industry.

THE CENTRAL BOARD MEETING OF THE I. F. A.

A meeting of the Central Board of the I. F. A. is to be held to-day (March 12) at Bournemouth. W. J. Bacon, J. P. of Poole, nr. Bournemouth has invited a number of guests to a banquet to be held in the Poole Guildhall. Some important items of business have been placed upon the agenda paper, and a good meeting is expected. The entire question of collective purchasing is to be reviewed, and the Board's attitude in reference to price maintenance and the opposition of the stores is to be discussed, as well as other important business.

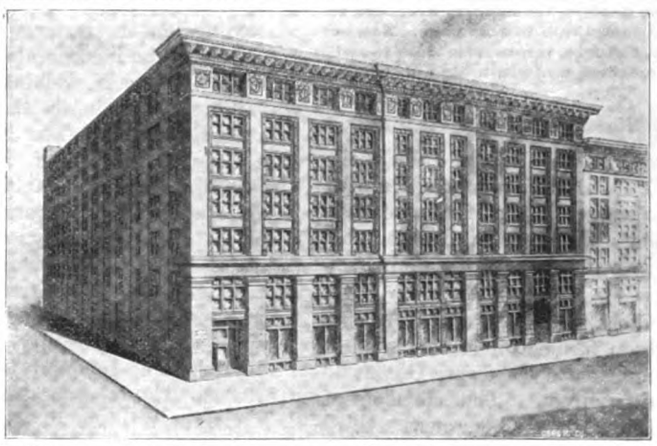
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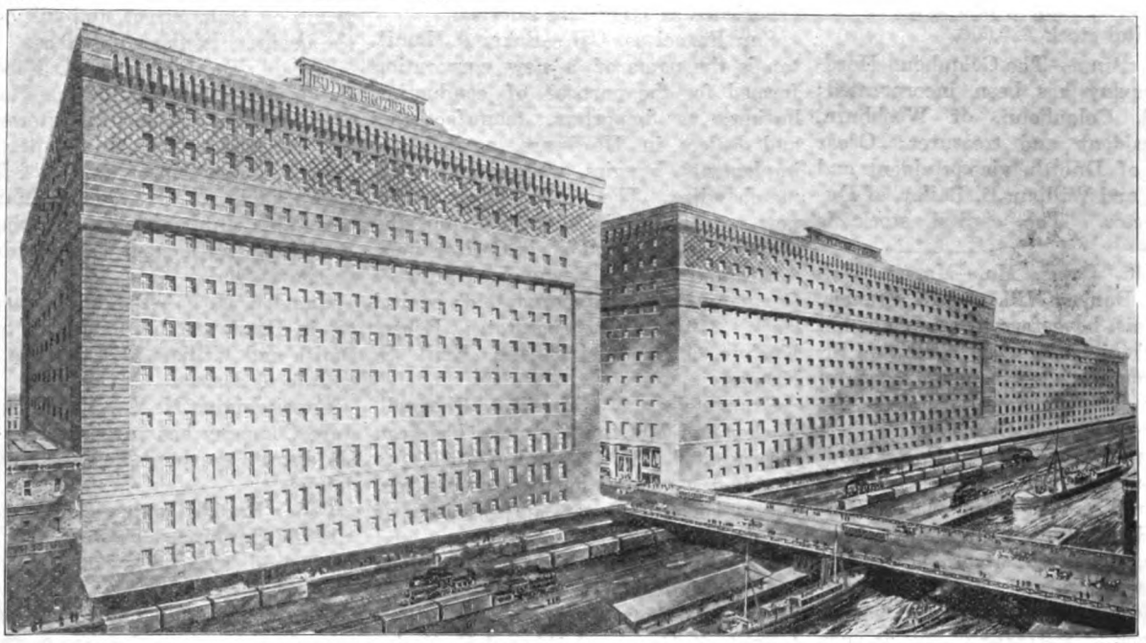


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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Appleton, N. Y.—Messrs. J. G. Swigert and C. W. Beers have formed a partnership to engage in the Hardware business. They will erect a double store building in which to carry on their business.

Battle Creek, Mich.—A new Hardware firm has been formed under the name of the Pittman-Coates Hardware Co., at 36 East Main Street. The members of the new firm, each of whom owns a third of the business, are F. P. Pittman and F. B. Coates, of this city, and Samuel F. Dobbins, of Marshall.

Bessemer, Ala.—A new Hardware firm has been incorporated, and the officers are: W. K. Smith, Jr., president and general manager; Howard Lovejoy, vice-president; George Davies, secretary-treasurer. The place of business will be the Neve Building on Fourth Avenue and Nineteenth Street. They will do a general Hardware business, including builders' materials, under the firm name of the Smith-Davies Hardware Company.

Canandaigua, N. Y.—The Peck Hardware Company has been incorporated; capital, $15,000; directors: G. W. Peck, of Bath; F. B. Peck, of Hornellsville, and I. C. Pratt, of Prattsburg.

Cincinnati, Ohio.—The L. Kruckmeyer Company has been incorporated to deal in stoves, ranges, and kitchen outfits. Capital stock $20,000.

Duluth, Minn.—The Colquhoun Hardware Company has been incorporated; Frank S. Colquhoun, of Washburn, Wis., president and treasurer; Oscar Mitchell, of Duluth, vice-president and secretary, and William D. Bailey, of Duluth, director. The capital stock is $50,000.

East St. Louis, Mo.—Messrs. Will Bauer, of Bunker Hill, and D. Francis, of St. Louis, have formed a partnership and leased the building at Tenth and St. Clair Avenue, where they will open an up-to-date Hardware store under the firm name of Francis Hardware Co.

Eau Clair, Wis.—The H. F. Schlegelmilch Hardware Company has been organized and has elected as officers: Herman F. Schlegelmilch, president; John Leadholm, vice-president; K. C. Schlegelmilch, secretary, and H. F. Schlegelmilch, treasurer. The company has a capital stock of $50,000 and will at once engage in the wholesale Hardware business in this city, in addition to a continuance of the general retail business formerly conducted by Herman F. Schlegelmilch, at 122 South Barstow Street.

Hartford, Conn.—The Tracy, Robinson & Williams Company has been incorporated dealers in Hardware at 78 Asylum Street. The incorporators are: John F. Tracy, Henry N. Robinson, William D. Williams and Charles E. Martin.

Little Rock, Ark.—The Foster Hardware Company has been incorporated. The capital stock is $100,000. The incorporators are: W. C. Foster, president; Frank B. Gregg, secretary and treasurer, and A. E. Moran. The place of business is at 301 and 303 Main Street.

Logansport, Ind.—The Flanegin Hardware Company, of this city, has been incorporated. The company is capitalized at $10,000. The incorporators are: John T. Flanegin, William E. Baker, T. J. Flanegin and Loren Flanegin.

Milford, Texas.—Jones Hardware Company has been incorporated. Capital stock, $1500. Incorporators: Ben F. Sumner, Joe Wilson and John T. Jones.

Mountain View, Mo.—The Bonebrake-Railsback Hardware Company has been incorporated with $8,000 capital stock. The incorporators are: D. D. Railsback and C. F. Hunt, of Mountain View; J. H. Naill and J. E. Bonebrake, of El Reno; H. E. Bonebrake, of Weatherford.

Newark, N. J.—Heinze Mfg. Company has been incorporated; capital stock, $50,000; corporators: Noah Gutter, Geo. W. Wincklehofer, Chas. E. Heinze, Newark. The company is to deal in saddlery and Hardware.

Ocala, Fla.—A new Hardware firm under the name of T. W. Smith & Co., has been formed with Tom Smith as manager. Mr. Smith has had seventeen years experience as Hardware salesman.

San Francisco, Cal.—Baker & Hamilton is the name of a new corporation formed for the purpose of conducting business as importers, manufacturers and dealers in Hardware, agricultural implements, buggies, wagons and other merchandise. The capital stock of the new corporation is $1,000,000, and the company is composed of six Californians.

Seymour, Wis.—Seymour Hardware Company has been incorporated; capital stock, $10,000; incorporators: Robert Kuehne, C. R. Schink and Emil G. Krause.

Skaneateles, N. Y.—The Shotwell, Tucker and McGinn Company has been incorporated with a capital of $15,000 to "conduct a general business as contractors and manufacturers and repairers of and dealers in all kinds of Hardware, and appliances used in lighting dwellings and other buildings." The directors are: William J. Shotwell, George W. Tucker, John J. McGinn and Edward E. Krebs, of Skaneateles.

St. Paul, Minn.—Lundberg-Peterson Lumber and Hardware Company, of Cambridge and Grandy, has been incorporated; capital stock, $40,000; incorporators: Ole L. Lundberg, Minneapolis; Peter Peterson, Cambridge; Ingebright E. Peterson, Isanti, and Amil G. Peterson, Cambridge.

Stroud, Okla.—The Stroud Hardware Company has been incorporated with $6,000 capital stock. The incorporators are: A. E. Mize, of Atchison, Kansas; E. E. Wert and H. S. McMillan, of Stroud.

Taylor, Texas.—Prewitt Hardware Company has been incorporated. Capital stock, $50,000. Incorporators: I. A. Prewitt, J. J. Thames and C. T. Everett.

Waco, Texas.—Bomar Hardware and Buggy Company has been incorporated. Capital stock, $20,000. Incorporators: T. B. Bomar, M. F. Bomar and Ed. Castleman.

Warren, Minn.—K. J. Taralseth Company, Hardware dealers, has been incorporated; capital, $50,000; incorporators: K. J. Taralseth, Regnhild Taralseth and C. H. Taralseth, Warren.

York City, Pa.—The Feder-Ziegler Company has been incorporated. The company will conduct a wholesale notion and house furnishing business. The incorporators are: Simon Feder, Joseph F. Ziegler and Jacob Feder. The capital stock is $20,000.

Changes.

Anderson, Texas.—H. Norwood has sold his interest in the Hardware business to T. P. Buffington.

Apalachin, N. Y.—George Gage has purchased the Hardware stock of Dana Munn on Main Street, and will continue the business at the same place.

Bristol, Tenn.—Harry H. Roberts, of the firm of Fairfax & Roberts Hardware Company, has sold out his interest there and returned to Roanoke to enter in business with the firm of Fairfax & Bell.

Brookfield, N. Y.—Don F. Maine has moved his Hardware store into the Keith Building, and is now doing business at the new stand.

Camden, N. Y.—Becker & Jones, dealers in Hardware, have sold out to L. P. Smith and William H. Dorrance & Son, both local dealers.

Canandaigua, N. Y.—The Peck Hardware Company has purchased the Bryan Hardware Company's business in Canandaigua.

Cedar Rapids, Iowa.—E. I. Gould has sold his Hardware store to N. H. Bloom, of Conrad, who takes possession of the stock at once.

Charlotte, N. C.—The Charlotte Hardware Co., for several years a wholesale concern exclusively, will re-open a retail department, which will be in charge of T. J. McDonald. Mr. McDonald is the firm's traveling representative in North and South Carolina. A specialty will be made of the finer grades of Hardware.

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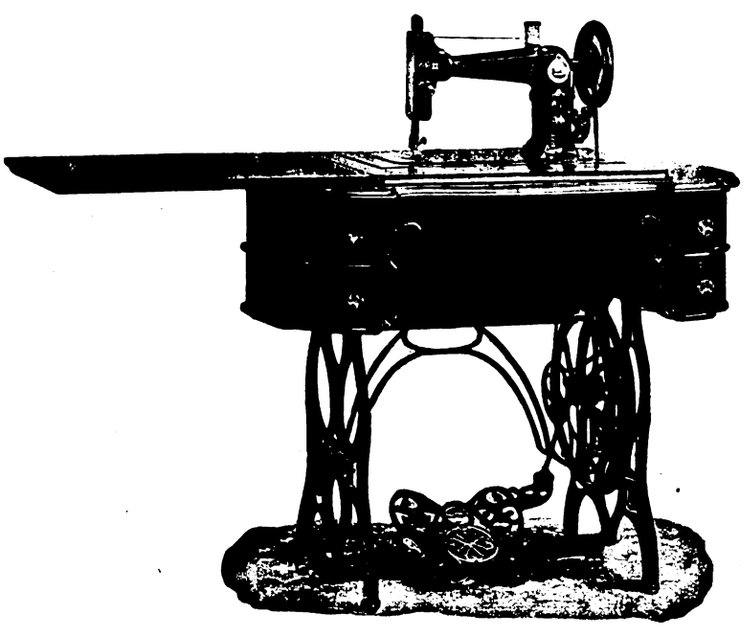
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Charlton City, Mass.—The Charlton Wire Co., which recently acquired the old Prouty plant, has been incorporated. The officers are: President, George C. Gordon; treasurer, Justin D. Crosby; vice-president and secretary, George M. Thompson.

Cleveland, O.—The Cold-Jess Manufacturing Company has incorporated to manfacture nuts, bolts, etc., on $10,000 capital stock. The incorporators are Gustave Cold, Robert Jess, J. Klein, Michael Mihlader and P. J. Gibbons.

Clinton, Iowa.—The American Wire Cloth Company has been incorporated for the manufacture of wire goods. The site for the factory has not as yet been decided upon, but arrangements will be made within a short time.

Davenport, Ia.—The Davenport Washing Machine Company has been incorporated, capitalized at $10,000. The directors are: Julius Krabbenhoeft, Henry E. Carstens, Gustav Krabbenhoeft, John C. Johannsen, Jr., and Charles Moeller. Officers: President, Julius Krabbenhoeft; vice-president, Henry E. Carstens; secretary and treasurer, Gustav Krabbenhoeft. The new corporation intends to manufacture washing machines in Davenport.

Dayton, Ohio.—The National Automatic Tool Company has been incorporated to manufacture tools, mill supplies, engines, electrical appliances, and machinery of all kinds, with $250,000 capital, by Edgar A. Schaeffer, John J. Schaeffer, Frederick J. Nutting, Robert A. Carney and Wm. F. Bockhoff.

Elizabeth, N. J.—Standard Mica Company has been incorporated; office, 68 Broad Street; capital stock, $125,000; corporators: Felix Brown, Mary A. Brown and John F. Brown. The company is to mine and sell mica.

Hamilton, O.—The Betz Manufacturing Company has been incorporated to manufacture metal specialties. Fred M. Betz, H. V. Moore, Jr., E. C. Bott, S. D. Pitton and Ernest G. Reeder are incorporators.

Indianapolis, Ind.—The Marion Handle and Manufacturing Company, which purchased the good will of the Marion Handle Works Company, of Marion, has been incorporated with a capital of $125,000. It will manufacture boxes, staves, heading and various novelties. The directors are: Wilbur H. Serviss, William A. Nessler, Harold M. Serviss and John E. Lyons.

Jersey City, N. J.—The Pittsburg Scale Company has been incorporated; office, 15 Exchange Place, Jersey City; capital stock, $100,000; corporators: Horace E. Grant, Henry A. Boschert and C. Farley. The company is to distribute safety and rolling scales.

Lock Haven, Pa.—The Pennsylvania Woven Wire Company has been incorporated. Capital stock, $125,000.

Meridian, La.—The Meridian Ladder Company has been incorporated with paid-up capital of $10,000, to manufacture a ladder recently patented. The following persons have taken the entire stock of the company: A. J. Patterson, of Mobile; G. W. Meyer, L. H. Arky, M. J. Gallagher, W. Meeds, C. L. Gray, S. T. Wagoner and S. A. Neville, of Meridian. A site has been selected for the plant. A meeting of the stockholders will be called next week for the purpose of electing officers.

New York, N. Y.—New York Scale Company has been incorporated; capital, $200,000. Directors: L. D. Wildman, W. H. Pritchard, and Frank Fowler, New York.

New York, N. Y.—The Bayonne Knife Company has been incorporated to manufacture cutlery, silverware, etc.; capital, $100,000; incorporators: Frank B. Morgan, Charles B. Barker and Gaston Benoit.

Oneida, N. Y.—Herman M. Reynolds and William E. Sherwood have formed a co-partnership for the manufacture of mop wringers, and the plant will be located in the Reynolds block on Phelps Street. The firm will be known as Reynolds & Sherwood, and orders enough are on hand to keep twenty-five men at work until July 1.

Oxford, Pa.—The Oxford Machine Company has been incorporated. The incorporators intend to manufacture cream separators and other dairy implements. The capital stock is $10,000. One of the movers in this new enterprise is Edward W. Broomall, of this place.

Phelps, N. Y.—The King Chill Plow Company has been incorporated; capital, $50,000. Directors: M. W. King, L. E. Gifford, and F. Decker, Phelps.

St. Louis, Mo.—The Gruenhagen & Francis Company has been incorporated to manufacture stoves and refrigerators. The concern is capitalized at $50,000. The incorporators are: W. H. Gruenhagen, E. C. Francis and F. G. Honold, all of St. Paul.

St. Paul, Minn.—The Froelich Manufacturing Company, which has heretofore been conducted as an individual enterprise, has commenced business. The company is composed of G. W. Froelich, the inventor of the Neostyle washer, which the company manufactures, is the president of the new company; directors are: Grier M. Orr, judge of the district court; John F. Hilscher, a St. Paul attorney; R. N. Grady, of St. Paul; C. J. Lucken, a banker of Cooperstown, N. D., and C. S. Bartram, news editor of the Minneapolis *Tribune*. The fatory has a capacity for turning out fifty washing machines daily.

Toledo, Ohio.—The Clipper Novelty Company has been incorporated by O. E. Kelly, James English, G. M. Troy, O. Johnson, C. T. Sherman, C. E. Johnson and Gustav Abele. The company will manufacture toys and novelties. Capital, $10,000.

Toledo, Ohio.—The Diamond Manufacturing Company has been incorporated to manufacture novelty oil cans, toys, etc., on $10,000 capital stock.

Washington, D. C.—The Peerless Tool Manufacturing Company has been incorporated; capital, $25,000; incorporators: Edward M. Dawson, J. Robert Sommerville, and Alfred G. Buhrman.

Wayland, N. Y.—American Drop Forging and Tool Company has been incorporated. Capital, $15,000, and directors: W. A. MacFarland, J. A. Morris, and J. J. Morris, of Wayland.

Changes.

New Britain, Conn.—The Landers, Frary & Clark Company, manufacturers of table cutlery, has matured plans for the erection of an additional factory building. The structure will be five stories high and of brick, and will extend along Commercial Street a distance of 160 feet.

New Castle, Pa.—The capacity of the New Castle Forge & Bolt Company will be tripled when improvements now under way are completed. The larger of the two buildings now being erected will be 80x360 feet, and the smaller will be 40x280.

Rochester, Pa.—The stockholders of the Geneva Cutlery Company, at a special meeting, voted to increase the capital stock of the concern from $50,000 to $60,000. The increase of $10,000 will consist of preferred stock.

Miscellaneous.

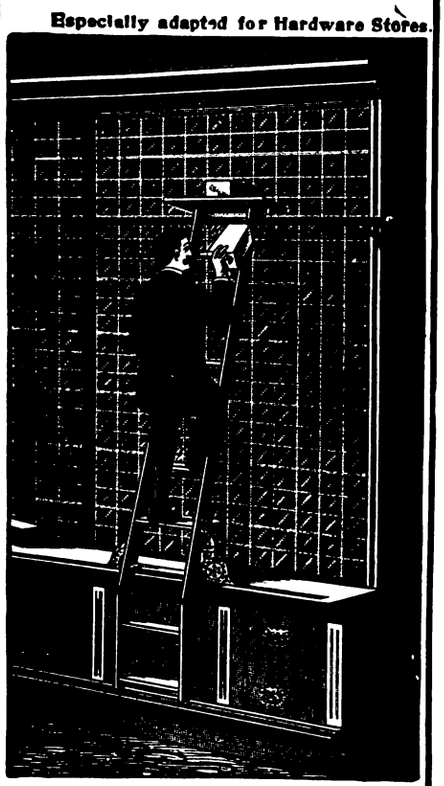
Albany, N. Y.—At the annual meeting of the Albany Hardware and Iron Company, the following were elected directors and officers: Seth Wheeler, Peter Kinnear, James A. Amsdell, Charles H. Turner, president; James K. Dunscomb, treasurer and W. B. Wackerhagen, secretary.

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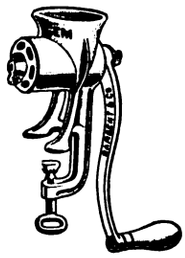
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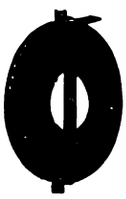
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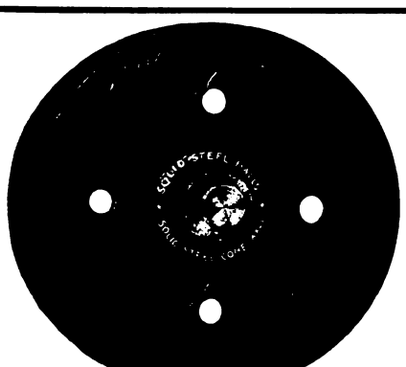
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Albany, N. Y.—A. Schrader's Son, Inc., has been incorporated with $400,000 capital. The concern is the maker of the Schrader tire valve. The directors are: George H. F. Schrader and Charles K. Cole, New York, and Mrs. Charles Schweinert, West Hoboken, N. J.

Charleston, W. Va.—Canawha Automobile Co. has been incorporated with capital stock of $10,000.

Chicago, Ill.—P. J. Dasey, of the firm of P. J. Dasey Co., has commenced business under the style of P. J. Dasey Motor Co. As confusion might arise regarding the names of these two concerns, both concerns have changed their names, and the firm with which Mr. Dasey is associated is called P. J. Dasey & Bro., his brother having joined him, and is located at 435 Wabash Avenue, Chicago. The P. J. Dasey Co., of 19-21 La Salle Street, Chicago, with which he was formerly associated, has taken the name "Automobile Supply Co."

Cleveland, Ohio.—Brew & Hatcher, manufacturers of automobile parts, have incorporated under the style of "Brew-Hatcher Co.," with an authorized capital stock of $30,000, and has increased their facilities and taken on the manufacture of complete cars.

Danbury, Conn.—Samuel Durkens has opened a bicycle repair shop at 18 River Street.

Davenport, Ia.—John W. Buck Co. has been incorporated under the name of the "Buck Auto-Carriage and Implement Co., with capital stock of $50,000.

Detroit, Mich.—Buick Motor Co. have incorporated with a capital stock of $75,000. The new company replaced the old Buick Co., which went into the hands of a receiver.

Highland Park, Ill.—Highland Park Rod and Gun Club has been incorporated; not for profit; social; incorporators, D. C. Purdy, Julius Zimmer, Edward Huber.

Indianapolis, Ind.—The Gibson-Short Cycle and Automobile Co. has been incorporated. Capital $10,000, and has taken over the business formerly conducted under the name of Cecil E. Gibson, at 116 East Ohio Street.

Jersey City, N. J.—The Bridgeport Athletic Manufacturing Company of New Jersey has been incorporated. The capital stock is $500,000. The incorporators are: George W. Jenkins, of Morristown: Henry Jenkins, of Boonton; Victor M. Delano, of New Rochelle, N. Y.; John M. Gaines, of New York City, and R. R. Nichols, of New York City. The company is organized for the manufacture and sale of general athletic and sporting goods, and purposes to become, with its large capital, an active and important factor in the athletic and sporting goods business in the United States, as well as abroad. In addition to the subscribed stock, the holders have pledged themselves to any amount necessary to make the company a success.

Kalamazoo, Mich.—The Blood Bros. Automobile & Machine Company has been incorporated. Capital, $7,000.

Louisville, Ky.—The Sutcliffe Company has been incorporated; capital stock, $24,000, all paid in. The following are the stockholders and officers of the new company: H. F. Willenbrink, president; A. L. Ray, vice-president; George Buechel, secretary and treasurer. The new corporation has bought out the old firm of Sutcliffe & Co., and will continue the mail order business of the old company, as well as a local business, both wholesale and retail, in sporting goods, bicycles, music, etc.

New Haven, Conn.—Buell Cycle & Auto. Co. have incorporated under the same name.

New York, N. Y.—C. B. Carr Company has been incorporated. Capital $3,000 and directors: C. B. Carr, Harry Gropper and S. Gropper, of New York city.

New York, N. Y.—Commercial Automobile Co., of 45 Broadway, has been formed to manufacture steam commercial cars.

Oklahoma, Neb. — The Oklahoma Sporting Goods Company, which includes bicycles in its stock, has been incorporated with capital stock of $10,000. M. T. Lewis, S. A. Goodrich and R. B. Lewis are named as corporators.

Oneida, N. Y.—Chauncey H. Davis has opened a bicycle repair shop at 15 Phelps Street and he will also handle bicycle sundries.

Philadelphia, Pa.—Jones-Corbin Automobile Co., of Thirty-first and Ludlow Streets, has been incorporated. Capital stock, $30,000.

Pittsfield, Mass.—James Durkee will shortly open with a stock of sporting goods in connection with his bicycle business on Fenn Street.

Saginaw, Mich.—Valley Automobile Co. and Alfred W. Norris, of the same place, have consolidated under the name of the Norris Auto Co., with a capital stock of $12,000.

Toledo, Ohio.—Toledo Motor Car Co. has been incorporated with capital of $20,000 to manufacture automobiles. The new corporation succeeds the Toledo Motor Carriage Co.

Toledo, Ohio.—Toledo Photo Mount & Card Company has been incorporated by O. Saunders, B. O. Bingham, G. C. Stoldt, F. E. Green, L. E. Nicholson. Capital stock, $25,000.

Washington, D. C.—United States Spoke and Tire Tightening Machine Company has been incorporated; capital stock, $5,000. Incorporators, A. C. Reed, H. N. Hemper and W. W. Marmaduke.

Changes.

Ardmore, Pa.—The San Francisco agency of the Autocar Co. has changed its name to the West Coast Motor Car Co.

Bay Shore, L. I.—C. C. Higgins has moved his bicycle and automobile business to Cedarhurst, L. I.

Boston, Mass.—Drisko & Snow have dissolved and each member will conduct a separate business, Ross Drisko selling the Walter car and H. M. Snow the Acme.

Brooklyn, N. Y.—Black Diamond Automobile Co. have moved from 1028 Gates Avenue, Brooklyn, to 40-42 Wall Street, New York.

Buffalo, N. Y.—John R. Keim, who a few years since began the marketing of complete bicycles, has discontinued that branch of his business. He also has ceased the manufacture of handle bars.

Chicago, Ill.—Holsman Automobile Co. capital stock has been raised from $20,000 to $50,000.

Dayton, Ohio.—The Shroyer & Dubel Automobile Co., a recently formed organization, has opened a garage and salesroom at 19 and 21 West Second Street, where they will handle Ford and Rambler cars.

Des Moines, Ia.—W. E. Tapley has sold his interest in the Tapley-Anthony Bicycle Company to E. P. Anthony. The business is located at 630 East Grand Avenue.

Detroit, Mich.—Northern Mfg. Co., manufacturers of the Northern gasoline cars, has increased its capital stock from $50,000 to $150,000 and will largely increase its facilities. V. M. Gunderson, formerly secretary, has been elected secretary-treasurer; W. T. Barbour re-elected president and D. B. Gunderson, vice-president.

Detroit, Mich.—Packard Motor Car Co. have increased their capital to $650,000 from $500,000.

East Hartford, Conn.—L. W. Ferguson has purchased the business of Nelson P. Whaples.

Grand Rapids, Mich.—Matheson Motor Car Co. have removed their plant to Holyoke, Mass., where they purchased the factory and business of the Holyoke Motor Works.

Indianapolis, Ind.—Automobile Storage & Repair Co., 23-25 East Vermont Street, has been succeeded by the Capital Automobile Co.

Indianapolis, Ind.—Russell Mfg. Co. have disposed of their stock of automobile parts and gone out of business.

Lincoln, Neb.—C. L. Shader has sold out his bicycle business at 1430 O Street to Edward Snow and Alexander Roscoe.

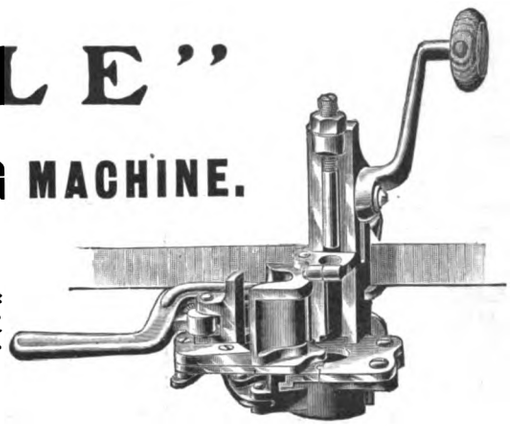
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IMPROVED TYPE.

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Suitable for **all corks** up to 2 inches long.
For corking all sizes and styles of bottles.
Perfect Pre-Compression of Cork allowing to cork top-full bottles, **without slightest** danger of breakage. **Automatic Bottle Grip** constructed to tightly grasp, hold and centre **any size and shape of bottle. Total weight of complete machine only 7 lbs. and UNIFORM RETAIL SELLING PRICE $7.50 EACH.**

HUGO REISINGER, Manufacturer,

HOWARD E. CASE & CO., Export Agents, 116 Broad Street, N. Y.

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Trouser and Skirt Hanger

Saves pressing. Keeps up the good appearance of trousers and skirts. Keeps down tailor's bills.

Ten Cents

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Made of spring steel finished in bright lustre black enamel.



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The name puts buyers at ease. It stands for carefully tempered, flawlessness

Edge Tools.

You hit it just right by placing a trial order with us.

Our catalogue tells of our complete line. A postal will fetch it.

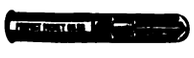
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"PERFECT" 25c. "GEM" 5c.



"LEADER" 10c. "STAR" 10c.



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ADAM'S STEEL & WIRE WORKS,
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
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Jail Work, etc.
Send for Catalogue.



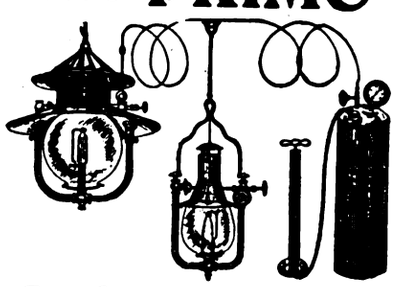
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THE POCKET MANICURE
SOLID GERMAN SILVER. Retails at 25c
Trims, Files, Cleans, keeps the nails in perfect condition. A quick seller. Pays the dealer a liberal profit. Ask your jobber or write to
KLIP-KLIP CO., 572 Clinton Ave. S., Rochester, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Wanted.

WANTED—Situation in Hardware store 10 years' experience in good country retail store. At present employed; unmarried. Wages moderate if good and chance to advance. C. H., care of HARDWARE, 309 Broadway, N. Y.

WANTED TO BUY—Hardware store, $2,500 to $5,000; vicinity of New York, Connecticut, New Jersey or Pennsylvania; or will rent store for Hardware. C. H. H., care of HARDWARE.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 309 Broadway, New York. a

Salesmen Wanted.

SALESMEN WANTED—Salesmen visiting the Hardware and House Furnishing Goods trade to handle our Enameled Specialties as a side line. Star Enameling & Stamping Co., Pittsburg, Pa. 79

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

Agents Wanted,

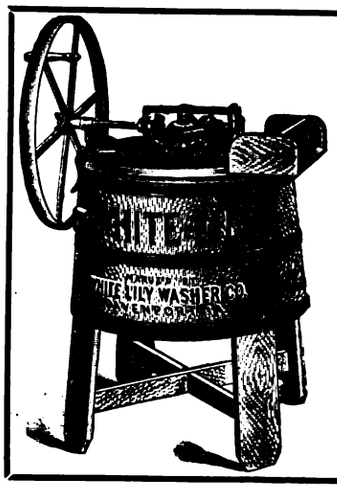
THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

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BECHTOLD & WOOD,
54 Stone Street. New York City.
Desires to represent for export Manufacturers of Household and Hardware Specialties, Cutlery etc. Builders and Contractors supplies. First-class references given.

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Desirable office rooms; suitable for Manufacturers Agents with sample lines. Single or connecting; elevator, steam heat, and janitor service. Moderate rent. Good location.

No. 35 Warren Street, southwest corner Church Street, N. Y. Apply to Superintendent on premises.

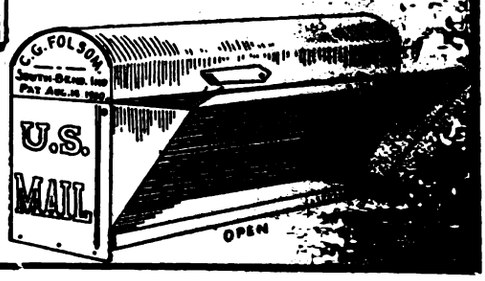


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SECURE THE AGENCY FOR THE
White Lily Washing Machine
It is the Best Seller on the Market.
HIGH SPEED LIGHT RUNNING
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RURAL MAIL BOX
Approved by the Postmaster General



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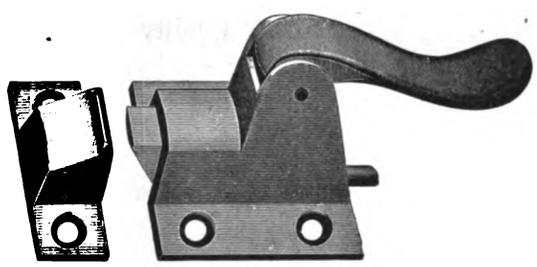
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The Western Brass Manufacturing Co., Inc., 63 and 65 South Canal Street, Chicago, Ill., are the successors to the old and well known firm named the Western Brass Works. When the old company was practically insolvent, about two or three years ago, Wilson & Hadka took hold of the business, and by energy and perseverance succeeded in building it up



TRADE MARK.

to its present proportions, a fine business being the result of their hard work. Today they are as progressive in their methods and scope as any of their competitors; constantly on the lookout for new ideas to develop; carry their goods in stock, and by so doing, are able to deliver promptly. We give herewith an illustration of one of their active specialties of which they make a variety of finishes. They have now in



REFRIGERATOR LATCHES.

the printer's hands, a new catalogue which will be ready by April 1st, containing descriptions and illustrations of their manufactured products, which it would be wise for our readers to write for, the wide range of which may be judged from the following partial enumeration. Brass, Bronze and Iron Hardware for architectural builders, store, office, cabinet and saloon fixtures; arm, stair and foot rails with patent lifting or stationary brackets, railing, refrigerator trimmings, latches, hinges, pulls, etc.

✦

It isn't always modesty that keeps people from telling the naked truth.

50 CENTS A MONTH
Buys Stock in Cooperative Manufacturing Company

50 CENTS A MONTH
Buys a Lot in Cooperative Town

50 CENTS A MONTH
Pays for Both as Lot is Free

Warranty deed to lot and share of stock issued when $50.00 is paid.

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DIXON, ILLS.

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and the making of good profits from a Washer is easily attained by the handling of our New Trade Winner

Horton Galvanized Rotary Washer No. 9



It is the Best, sells the Best, gives the Best satisfaction.

Hardwaremen experience no loss of time or money in selling it. To see our No. 9 is to want it.

Let us give you further particulars in our catalogue. Want a copy?

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BATAVIA CLAMPS

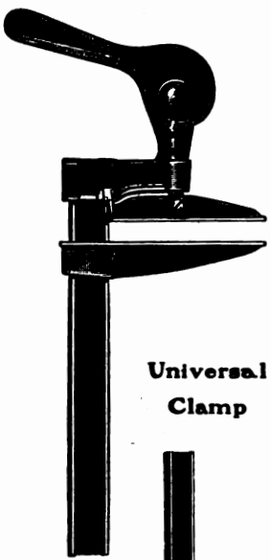
Twenty Years

We have been manufacturing **Colt's Clamps** for twenty years. They have been, and are, enjoying the kind of reputation which other Clamp manufacturers still covet.

Adaptability

The variety of work to which Batavia Clamps will adapt themselves is practically unlimited.

For that reason users everywhere acknowledge them superior to other makes.



Universal Clamp

Construction

Batavia Clamps are so well made that no other clamp on the market to-day excels them in style of finish, quality of material, convenience of handling and quick action.

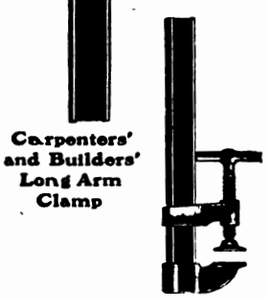
Satisfaction

guaranteed. Our guarantee goes with every clamp we sell.

You'll be satisfied, too, when it comes to variety. Our line is complete.

There's our latest catalogue, replete with information, about all our Clamps.

Let's send you a copy by return mail.



Carpenters' and Builders' Long Arm Clamp

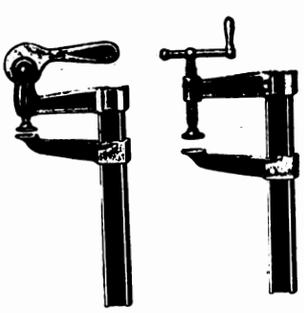
Profits

climb the moment you put in a stock of Batavia Clamps.

Display them properly: They will sell themselves.

A sample order will convince you.

Our price list and discount sheet will interest you.



Finishing Clamps

Batavia Clamp Company

Batavia, N. Y., U. S. A.

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L. & I. J. White Co.

The Work

skill and material we put into our Edge Tools is the careful, patient, honest kind that insists on perfection as much for its own sake as for the lasting satisfaction of users.

For Seventy-Five Years

White's Edge Tools

have pleased everyone everywhere—Jobber, Retailer, Consumer for that very reason.

To buy none but the Best, and to use none but the Best is

A Fine Habit

He who buys or uses the other sort has a costly but inevitable lesson to learn.

After he learns it, he will buy, sell or use White's—and

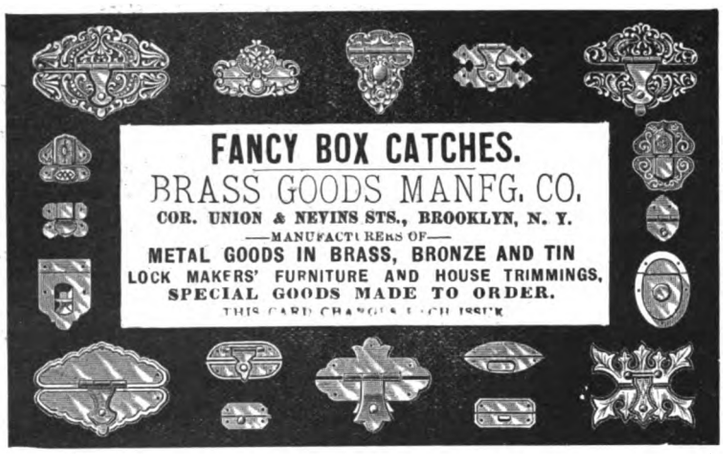
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Only

Our full and complete line is shown in our catalogue—shall we send you a copy? Be sure to see our exhibit at the St. Louis Fair: Machinery Building, Block 3, Aisle A.

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Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

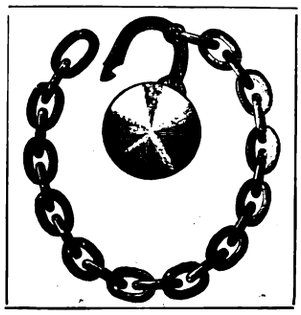
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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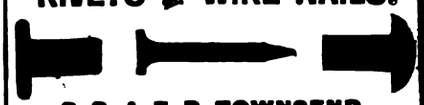
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All sizes, ½ in. to 2½ ins. Send for Catalogue.

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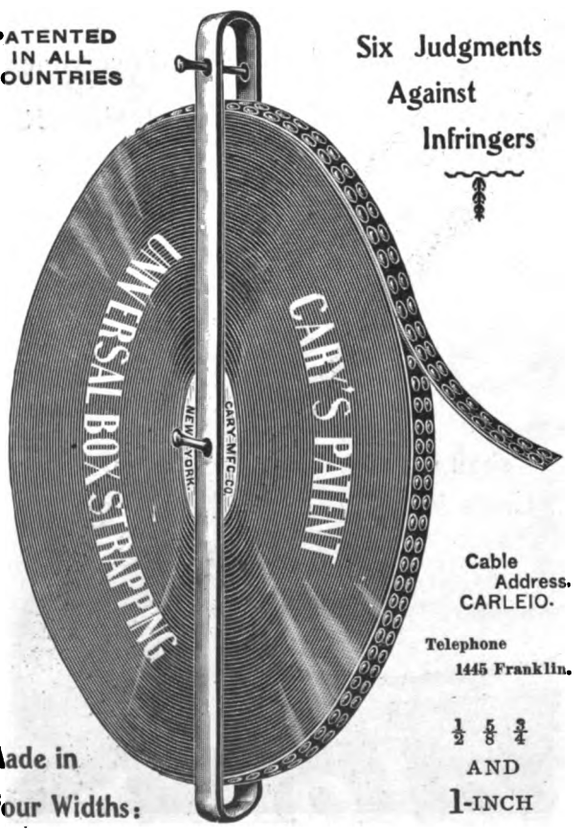


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Cary's Univorsal Box Strap.

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Six Judgments Against Infringers



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Telephone 1445 Franklin.

Made in Four Widths: ½ ⅝ ¾ AND 1-INCH

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BUILD UP YOUR SAW TRADE.

You can easily do it if you handle **Atkins High Grade Silver Steel Hand Saws.** Their superiority and fine cutting qualities have firmly established an enviable reputation among carpenters and users of hand and small saws. First class mechanics prefer them for fine work above all others.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5 50.....10&5%
38 C. F., $7 00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 ca', Rim, $2 75.....10&5%
B. B. Caps Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, me. dium grade.....10&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25 lb bag.....1.85
Chilled, 25 lb bag.....1.85
Dust Shot, 25 lb bag.....2.25
Markle's Chilled.....1.85
Raymond's Chilled.....1.85
Sparks Chilled.....1.85
Tatham's Chilled.....1.85

GUN WADS—per 1000—

B. E., 11 up.....$ 60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....1.00
P. E., 11 up.....1.00 } 15%
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Adjusters, Blind—

Columbian.....33⅓&
Domestic.....33⅓&

Animal Pokes—

	per doz
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: per gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, per lb, net.....7¼@8c
Hay Budden, Wrought.....9@9¼c
Horse Shoe Brand.....9@9¼c
Peter Wright's.....10½c
Trenton.....9½@10c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%
Bench Anvils, Phoenix.....40%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....70@70&10
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 82...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....6⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Swan's:
Jenning's Pattern Auger Bits, 50@50&10%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$10.50@11.00
Cincinnati Nos. 1, 2 and 3.....25&10%
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Swan's.....40%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, per doz. $60.....50%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common, net.....$2.75@3.00
German Pattern, net.....$1 00@4 25
Mayhew's Diamond per doz. $1.25.....40%
Swan's.....40&10%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....50%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch per doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, per dos. $7.50; No. 20, per dos. $10.....60%
Brad Sets:
No 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....80%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's or Blood's..40&10%
Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks } 50&5%

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " ".....25 "
10 " firkins (6 in case).....$1.20 "
25 " ".....2.75 "
50 " kegs.....5.00 "
100 " ".....9.00 "
200 " ¼ bbls.....
375 400 lb " ..... .08½lb

Balances—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E. F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....25@30%
Tinned, each, $10 50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓&10
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
Lever, R. & E. Mfg. Co's...55@55&10%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....70%
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Belting, Stitched Cotton—

Sphinx Brand.....60%
Competition Brand.....70%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Phoenix.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	11¾c
Pure Manila	12¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, per doz. $15.00.....45@50%
Ives' per doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, per doz. $3.00.....33⅓&
Excelsior per doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity per gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Burr Mfg. Co.'s Steel.....75%
Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel.....60&6%&10%
Eddy's.....60&10&70%
Hartz' Steel.....50&60&10%
Iron Strapped, Japan'd Sheaves 70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 70&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....70%
Wrought Barrel.....75&10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....50&50&10%
Wrought Shutter, Standard list 40&10&10&50&10%
Wr't Sunk Flush, Sargent's list 50&50&10%
Wr't Sunk Flush, Stanley's list 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10&60%
Wrought Spring, Sargent's..70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....75&10%
Machine, Plain Nuts...75&10&75&10%
Carriage, Common.....75&5&75&10%
Phila., Eagle, list May 24, '99.....80%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½&
Bay State, Fluted.....72½&
Eagle Phila.....82½&
Norway, Phila.....80%
Common.....72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLOW—

Flow.....60%
Stove.....80%

MISCELLANEOUS—

Sink.....80

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....83⅓&10%
No. 10.....10⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 109@114.....50&10%
No. 208@214.....50&10%
Lancaster Mach. & Knife Works..50%
Peck's (P. S. & W. Co.)..60&5@60&10%
Gen. Spofford's.....50&10@60%

Brackets—
Brackets, Griffin Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....℔ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903.....90%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s..80&10@40%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ℔ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....50@50&5%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....35%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Tiebouts.....50%
Wrought Brass, list Sept.'96.30@30&10%

CAST IRON—
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%

WROUGHT STEEL—
Table and Back Flaps.....75% } Extra 10% to 10&10
Narrow and Broad.....75%
Inside Blind.....75&10%
Loose Pin.....75&10%
Loose Pin, Ball and Steeple Tip.....66⅔%
Japanned, Ball Tip Butts..70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—
Bemis & Call:
Wing.....60%
Double.....65%
Inside and Outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....55%

Can Openers—
American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
Hopper's.....℔ gross, 15.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $9.00; No. 2, $8.25;
No. 3, $2.50.....75&10%
Universal, ℔ dos., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Martin's Patent (Phœnix).....45%
Plate.....60@60&5%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%
Tucker's Patent, low list.....30%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and HalterChains:
"American".....40@45&5%
"Niagara".....45@50&5%
"Eureka".....45@50&5%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$8.50
¼	5.50
5-16	4.40
⅜	4.00
7-16	3.80
½	3.70
9-16	3.65
⅝	3 60
¾	3.55
⅞	3.50
1	3.40

Covert Mfg. Co., Breast Chain.... } 40%
Covert Mfg. Co., Halter Chain.... }
Covert Mfg. Co., Heel Chain..... }
Covert Mfg. Co., Rein Chain..... }
Covert Mfg. Co., Stallion Chain.. }
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron...60&10@60, &10&10%
Jack Chain, Brass...60&10@60, &10&10%
Oneida Wire Dog Chains... .45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport. Trace chains.....65%
Stake " 65%
Heel " 20%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....40&5%
Sisal.....20%

Chain Guards—
Aluminum S. & N. Co.....50

Chain Hoists—
Moore's "Anti-Friction".....30%
Moore's "Differential".....50&5%
Moore's Hand Hoist, with brake....20%
Moore's Trolleys and Hoists.....30%

Carpet Stretchers—
Montross' "Excelsior,"...℔ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....℔ dos.....80c
Phoenix.....50%
Socket.....℔ dos., $1.75@$3.00

Carpet Sweepers— ℔ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....35@30%
Goodell's Family.....net ℔ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Mix..... } 70
Ohio Tool Co..... }
P. S. & W..... }
Swan..... }
Witherby..... }
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%

COLD CHISELS—
Good quality, ℔.....15@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Clamps—
Phoenix:
Mal Screw.....60&5%
" Cabinet.....40&10%
" Quilt Frame.....40%
Adjustable.....50%

Cleaners, Sidewalk— ℔ dos
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century.....20%

Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%
National Specialty Mfg. Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers, 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....35&10%
Stevens' "Leader".....25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....℔ doz $10.00
Williamson's.....40%

Corn and Fodder Compressor—
J. B. Hughes', ℔ dozen net.....$3.00

Corn Hooks— ℔ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....30%
Dixons: ℔ gro.
Eclipse.....7 in.$3.75 9 in.$4.88
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7 50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Fitch's List.....net prices
Kohler's.....40%
The Metal Stamping Co. Ideal,..30&10%
New York Stamping Co. List, Sept. 17, '97.....40%
Phoenix.....40%
Perfect.....40%
Rubber, ℔ dos. $7.50.....20&10%
Southington Cutlery Co.'s.....35&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)....40&10%
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Dardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10@60%
Home.....50&10
Ogden's.....33⅓@40%
Pullman's Screen.....℔ dos. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....30%
Phœnix.....33⅓%
Perfect.....65&10&10
Pullman, Coil.....30%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ℔ doz. net...$1 25
" " 48 in. " " 3 50
Victor, Coil.....50&10&10%

Drain Cleaners—
Iwan's Adjustable.....35%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Swan's.....70@70&10%
Jennings & Griffin.....35&2&10%
Ohio Tool Co.....70@70&10%
P. S. & W.....70@70&10%
Witherby.....70@70&10%
Watrous.....16⅔&10%
L. & I. J. White.....30&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's. 40&5@40&10%
Blacksmiths'.....40%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3 00.15&10%
Ratchet, Billings' Double Acting 33⅓%
Stearns' Bench.....30%
Upright, S. & P.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co.....30%
Enterprise Mfg. Co.....25@30%

Egg Beaters—
Keystone.....33⅓%
Spiral.....℔ gro. $4 00@$4.50
Standard Co.....Net prices.
Taplin Mfg. Co.....Net prices.

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Emery—
Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb.....10c
No. 54 to 150, ₩ lb.....10c } 20%
Flour, ₩ lb.....8c

Enameline— ₩ gro.
No. 4.....$4.50
No. 6.....7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers' Knives— ₩ doz.
"Challenge".....$3.00
Popes.....3.00
Wilkinson's.....$3.00 net
Westerholm's.....$3.25

Faucets—
Brass Globe Cocks.....65@65&10%
Brass Racking.....65@65&10%
Compression Bibbs.....65@65&10%
Compression Bibbs with flange. 65&10%
Lever Handle Bibbs, Gr. Ky.
Rgh.....65&10@70%
Fin.....65@65&10%
Frary's Iron Petroleum.....60@60&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—
DOMESTIC—
New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal.....80@80&10%

IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Filters—
Acorn.....50%
Fulper's Natural Stone ...$8.50@$13.50
Subject to trade discount.

Fish Hooks—
Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....net prices

Fluting Scissors—
List.....45%

Forges—
Boynton & Plummers.....60%

Forks—
Geneva:
Two Tine Hay and Boy ....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four Tine Hay.....60&5%
Long Three Tine, Grain, &c..65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four Tine Baler.....65%
Barley and Grain.....60&20%
Champion Hay.....60&5%
Champion Manure.....60&15&2½%
Champion Header.....65%
Four-Tine Manure.....60&15&2½%
Five and Six Tine Manure 60&15&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&10&5%
Stable and Fish.....50&10&5%
Heavy—
Sugar Beet.....50%
Vegetable Scoop.....50%
Coke and Coal.....50%
Cotton Seed.....50%
Sluice.....50%

HEAVY FORKS—
Vegetable Scoop
Sugar Beet
Barn
Sluice
Cotton Seed
Coal and Coke
Stone
Tanners'
Shaving
Oyster } 40&10%

Fruit, Wine and Jelly Presses.
Enterprise.....20@25%

Fry Pans—
Standard List.....70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

	₩ 1000 ft.	
Hemp Fuse	$2.60	
Cotton Fuse	2.90	
Single Taped Fuse	3.25	5@10%
Double Taped Fuse	4.30	
Triple Taped Fuse	5.00	

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disstons' Mortise.....70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—
"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%
Swan's, German Pattern.....40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—
Enameled.....40%
Tinned.....35%

Graters—
Enterprise.....25@30%

Graphite, Lubricating.
Dixon's Pure Flake
632— 1 lb. cans,.....20 cts. ea.
633— 5 " screw top tin cans, 85 cts. ea.
634— 10 " " " $1.60 "
644— 25 " boxes,.....15 cts. lb.
645— 50 " " .....14½ cts. lb
646-100 " kegs,.....14 cts. lb.
647-350 " barrels,.....13 cts. lb.

Grindstone Fixtures—
Cronk's.....30%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%
P. S & W.....30&10@40
Reading.....60%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....20%
Web Halters.....45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Humason & Beckley, Nail.....50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5@40&10%
Phoenix, Tack.....40&10%
Peck, Stow & Wilcox.....50%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....40&5%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....70&2½%
3 to 5 lb.....70&12½%
Over 5 lb.....
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—
Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....₩ doz., $15.00

Handles—
WOOD—
Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8½.....40%
Auger, Swan's Pat., ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel
Brad Awl
File
Auger
Soldering Iron } 25@33⅓
Brad Awl.....₩ gr. $1.25@$1.50
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.12½@1.25
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, 50&10@60%
Hoe, Rake and Fork.....60@60&5%
"Simplicity" File Handles, ₩ gr. $.90@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 50%
Shovel and Spade, Long Handles....60%
CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—
Old Pattern.....60&10%
New England.....66⅔@70%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 12.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.
Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—
Lane's:
Standard.....net, $3.35
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—
J. D. Warren Mfg. Co.
OAK CABINETS—
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each.....22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each.....25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—
See Snaps.

Hasps and Staples—
Cronk's.....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought.....85&10@90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10&10%

Hay Tools—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$7.00
Comb. Car, Wood Track.....7.00
Common 6 in. Wood Sheave Pulley, Fig. 483.....₩ doz. 3.96
D. H. Fork Steel Regular...each, 1.00
Double Grapple Fork ...each, 7.00
Double Rail Steel Track, complete with clamps.....₩ ft... .20
Faultless Steel Frame K. P. Pulley, Fig. 495.....₩ doz. 4.00
Faultless Steel Frame 6 in Plain Pulley, Fig 485.....₩ doz. 3.80
Floor Hooks ½ in.....₩ doz 1.40
Floor Pulley, Wood Sheave, Fig. 486.....₩ doz. 4.80
Hanging Hooks for Double Steel Track.....₩ doz. 1.40
Hanging Hooks for Single Steel Track.....₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in.....1.80
Malleable Frame K. P. Pulleys, Fig. 476.....₩ doz. 4.60
Malleable Rafter Brackets, ₩ doz.
Nellis Fork.....each, 3.40
New Myers Iron Rod Car.....7.00
Reed Wood Frame Pulley with Hook, Fig. 484.....₩ doz. 4.00
Rev. Car., Double Steel Track.....7.00
Rev. Car., Wood Track.....7.00
Rope Hitch.....₩ doz. 3.00
Single Rail Car, Single Steel T....7.00
Single Rail Steel Track with clamps.....₩ ft. .20
Sprout's Shear Fork, each.....$1.50
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz.....3.80
Sure Grip Sling Car, Steel or Wood Track.....12.00
Walker Fork, each.....2.50
Wrought Rafter Brackets ₩ doz .70
Discount on above, 10%

Hay and Straw Knives—
Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw.....40&10%
Weymouth, Flat.....65&5%
Wadsworth's.....40&10%

Hedge Trimmers—
Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—
WROUGHT IRON HINGES—
Screw Hook and Strap, { 6 to 12 in., ₩ lb. 3½c. / 14 to 20 in., ₩ lb. 3½c. / 22 to 36 in., ₩ lb. 3c.

STRAP AND T HINGES.
New List, March 15, 1901.
Light Strap Hinges.....80&5%
Heavy Strap Hinges....80&20&10%
Light T Hinges.....75&10&5%
Heavy T Hinges.....75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps.....50%
Corrugated Heavy Strap 80&20&10%
Corrugated Ex. Heavy T.....80&20%
} Extra 10@10&5

SPRING HINGES—
Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago.....25%
Columbian Hardware Co.
American.....30%
Gem.....25%
Oxford.....30%
Cabinet.....30%
Showcase.....40%
Columbia, No 14, net ₩ gro. prs. $ 9.00
" " 18, " " " 18.00
Niles Manuf'g Co.....30%

GATE HINGES—
Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₩ doz. $7.80.....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ doz. $4.90.....60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ₩ doz. $4.20.....60%

BLIND HINGES—
Baltinger & Berkley.....50&25
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....70&10%
Nos. 40 and 50.....70%
Parker.....70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 13.....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.20 ₩ doz. sets.50&10%

Hitching Cords—
Covert Mfg. Co.....45%
" " " .....
Hitchers Stall.....35%

Hoes—
Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....7:%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&10%
Blackland or Southern Meadow..75&5%
Geneva Planters'.....75&12½%
Straight Shank Planters...75&10&7½%
Mississippi Planters'...75&10&7½%
Geneva Cotton.....70&10&10%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&12½%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&15%
Turf Edgers.....60&15%

Hoists, Chain—
"Moores'" Anti-Friction.....30%
" Hand Hoist.....20

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware... per 100 lbs, net $2.50
WHITE ENAMELED WARE—
Boilers and Saucepans.....50@50&10%
Muslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&10%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CORN—
Kretzinger Cut-Ezy.....₱ doz. $3 net
CAST IRON—
Bird Cage, Sargent's list..50&10@60%
Bird Cage, Reading.....60%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..5&10&10%
Coat and Hat, Sargent's list, 50&10@60&10%
Coat and Hat, Reading.....70%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₱ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ₱ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c.
See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%
WIRE—
Atlas Coat and Hat.....45%
Atlas, New List, Single cases.....70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50&10&5%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
Belt.....75@75&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....6%
Cronks Grass.....₱ doz. $3 00
Hook and Eyes—Brass.....60&10%
Hook and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c..	40&5%
American, all sizes.....						9½c net
Nos.	6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c..	40%
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c.	50&10%
C. B. K	25c	23c	22c	21c	21c....	40%
Capewell	19c	18c	17c	16c	16c...	10&5%
Champlain	28c	26c	25c	24c	23c	40@40&10%
Clinton Fin	19c	17c	16c	15c	14c.	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset Nos. 5 to 10, ₱ lb						12c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c..	33⅓&5%
Vulcan	23c	21c	20c	19c	18c.	25&10%
Western						9½c net

Horse Shoes—
F. O. B Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg..... 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45@50%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston"..... 50&5%
Niagara..... 60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₱ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 35. ₱ doz. $6.00..25@30%
No. 84. ₱ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₱ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros. Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2¼ in. Bead, ₱ gr. .....$1.25@1.50
Carriage, Jap.....₱ gr. 80c..60%
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Glass (R. E.).....40%
Door Por. Nickel.....$2.10@2.25
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Lard and Cheese Press—
The B-B Mfg. Co.:
2-quart.....$4.00
4 " 5.00
8 " 6.50
} 25%

Latches— ₱ doz.
Cronk's Barn Door.....Net, $2.00

Lathe Disc Sharpener—
The B-B Mfg. Co.:
₱ doz., net.....$30

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
Great American.....70@70&5%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pastime:

12 in.	14 in.	16 in.
$6.00	$6.25	$6 50 each net

Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₱ doz.	$12.00	$15.00	$24.00....30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₱ doz
Ulrich Mfg. Co.....$85.00

Leads—
Covert Mfg. Co.
Cattle.....45%
Cotton.....45%
Hemp.....45%
Jute.....40&5
Sisal.....20

Lead Pipe, Etc. ₱ lb
Bar Lead.....5@5½c
Block Tin Pipe.....27½c
Lead Pipe, full lengths.....$4.90
Lead Pipe, Tin Lined.....10c
Sheet Lead, full rolls.....6c

Lemon Squeezers.
Berger Bros. ₱ doz. 8-in. $1.00; 10-in, $1.40.....30%
Dean's, Nos. 1, ₱ doz. $6.50; 2, $8.25; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₱ doz. $9.60
Jennings' Star.....₱ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@3.50
Porc. Lined, Wood.....₱ doz. $3.00
80&10@40%
Wood, Common, ₱ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's...50%
Cotton Chalk, 20 feet.....50&10%
Cotton Trot.....40%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₱ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₱ doz. $7.50...20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Champion Night Latches.....40%
Lockwood Mfg. Co.....50%
Moore's Elevator Door.....40%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....50%
Sargent & Co.....50%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₱ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....20%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25&10%
Eagle.....25&10%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@25&50%
Lignumvitæ.....45@25&50%
Bliss:
Carpenters.....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's.....₱ doz. 33⅓&5%

Nos	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4 50	$6

Hales.....70%
Home No. 1, ₱ doz. $22-75.....50&10%
Little Giant.....40&5%

Nos..	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₱ doz.....40&5%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₱ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₱ doz. $4 00, 40%
P. S. & W.....45%
Reading.....50&10%
Sargent's.....60@60&10%
Wainer's.....30%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₱ doz. $30.....40%

Mop Wringers—
Matchless (Canton, O.), ₱ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....65@65&10%
PICTURE—
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%
Nail Nippers—
"Gem," ⅛ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen.. 2.00
Nail Pullers—
Ajax, 5 lbs.....₱ doz. net $7.50
Black Hawk, ₱ doz.....$9.00
Cyclops.....40&10%
Cronk's.....₱ doz. net $12.00
Eclipse.....₱ doz. 00, 25&10&10%
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 5.00
Giant No. 1, ₱ doz. $18.00. No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₱ doz. $18.00. 20%
National.....₱ doz. 24.00, 40%
Pelican.....₱ doz. $9.00, 40@40&10%
Scranton Improved, in Case Lots:
Small,
" No. 3 B.....₱ doz. 4.25
" No. 3 D.....₱ doz. 3.75
Large,
" No. 2 B.....₱ doz. 4.75
" No. 2 D.....₱ doz. 4.00
Nail Sets—

	₱ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....₱ gr.. $5.25
Corrugated.....6.75
Knurled.....6.75@7 50
Needles.
Shrimpton's Mach. (on orders of $25) 25%
Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₱ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..40%
Turner & Seymour Mfg. Co.....50%
Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$5.10
Hexagon, Plain.....5.80
Square, C. T. & R.....5 20
Hexagon, C. T. & R.....6.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.....6.00
Hexagon, Blank.....6 50
Square Tapped.....6.00
Hexagon, Tapped.....6.50

Oilers—
Brass and Copper.....60@40&10
Cushman & Denison's: ₱ doz.
Gem.....$ .80
Leader.....60
Perfect Oilers.....1.80
Star Pocket Oilers.....75
"Paragon," Brass.....50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.' Steel And Rust.....7@70&10%
Zinc and Tin.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe ...20 c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60 c ₱ lb.
Rosy Red " ...60 c " "
Extra " ..50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70 " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 8 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 8 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.60 " "
} 33⅓

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Pikes
Wasnita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queen Creek Oilstones, (20c ₱ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—

Boston Belting Co.: "Boston" .....50&10&5%
Phoenix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior" 60%
Extra..... 60%

MISCELLANEOUS— ₱ lb

American Packing ..... 9c@10c
Cotton Packing ..... 10c@14c
Italian Packing ..... 10½c@12c
Jute ..... 5c@6½c
Russian Packing ..... 12c@14½c

Padlocks—

See Locks.

Pares—

APPLE— ₱ doz.

Advance ..... $ 4.50
Baldwin 6.00
Bonanza ..... each 6.50
Dandy ..... each 7 50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 4.50
Reading, 7s 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₱ doz.

Victor $60 00
White Mountain 6.00

Pencils

Dixon's: ₱ gro.
Carpenter's ..... $2.11@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6 87
Colored Lumber 9.00
Black Artists 9 87
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—

See Ammunition

Picks and Mattocks—

Plumbs: Railroad or Adze Eye ..... 60&5
Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES

Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding 33 1 3%

IRON PLANES—

Chapin's Iron Planes ..... 50&10
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 50&10&10
Standard Tool Co ..... 50&5&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS

Auburn "Thistle" ..
Ohio ..... } 30&5@30&10&5%
Sandusky .....
Buck Bros 30%
Butcher's ..... $5.00@5.25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 25&10@25&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—

Button's ..... 60&10@70%
Carew's Pat. Wire Cutters 20%
Cronk & Carrier:
Pliers
No. 1 ..... 60& 10%
" 30 ..... net $9.00
" 40 ..... 75%
" 50 ..... 80%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%
P. S. & W. Box Joint ..... 40@40&10%
Lap Joint ..... 40&10@50
P. S. & W. Tinners' Cutting Nippers ..... 30@30&10%

Plow Bolts—

See Bolts.

Plumbs and Levels—

Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 25%
Machinists' ..... 70&10@75%
Pocket Levels ..... 40@40&10&10%
Stanley's ..... 40@40&10&10%
Stanley's Duplex ..... 20@20&10&10%
Wood's Extension Sight ..... 25@25&10%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's 25%

Polish Metal—

Prestoline Liquid, New List 40%
Prestoline Paste ..... 33⅓@40%
U. S Metal Polish Paste, 8-oz. boxes, ₱ doz ..... $ .50
₱ gross 4.8

⅛ lb. boxes, ₱ doz 1.35
½ lb. boxes, ₱ doz 2.45
U. S. Liquid, 8-oz cans, ₱ doz ... 1.35
₱ gross 12.00
Barkeeper's Friend Metal Polish, ₱ doz 1.75
₱ gross 18.00

Polish, Stove—

Dixon's Plumbago ..... ₱ lb
Joseph Dixon's ..... ₱ gro. $5.75, 10%
Gem ..... ₱ gro. 4 50, 10%

Poppers, Corn—

Round or square, ₱ doz. ₱ gro.
1 qt ..... $ .75 $ 7 00
1½ qt ..... .85 9 50
2 qt 1 15 10.50
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 4 qt., $4.00 ..... 33⅓%

Post Hole Diggers— ₱ doz.

Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18 00
New Champion ..... " " 5.50
Rival ..... " " 7 50
Ryan's ..... ₱ doz. $20.00, 25%

Post Hole Augers—

Iwan's Patent Improved ..... 40&5%
Perfection ..... ₱ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in. ₱ doz. net. $ 7 00

Post Hole Diggers— ₱ doz.

Iwans
Split Handle ..... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₱ doz net $6 50
Atlas Pattern ..... ₱ doz. net $7 50

Potato Hooks, etc.—

Hoe Down Hooks ..... 75&10&2½
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—

See Ammunition.

Presses—

See Fruit and Jelly Presses.

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears, al styles 33⅓%
Disston's Combined Pruning Hook and Saw ₱ doz., $18 00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears 6 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P. S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%
Wheeler, M. & C. Co.'s Combination ..... ₱ doz., $.2 00. 25&10%

Pulleys—

Awning ..... 60@60&10%
Axle ..... 60&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye ₱ doz., 4-inch, $8 75; 6-inch, $5.00. ..... 55%
Hay Fork, Harts, 4¼-inch, ₱ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $7 70.. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti Friction, 5-in. Wheel, ₱ doz., $12 00 ..... 40%
Side, Anti Friction 50%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—

Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Dairy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig 828, 8 in Shallow Well Pump $13.00
No. 8, Fig. 828, 8½ in. Shallow Well Pump 15.00
No 5, Fig. 807, 3 in. Deep Well Pump 15 00
No. 6½, Fig. 807, 3½ in. Deep Well Pump 17.00
No. 11, Fig. 821, 3 inch Deep or Shallow Well Pump 15 00
No. 82, Fig. 828, 3 in. Deep Well Pump 17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 832, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 833, 2½ in. Deep Well Pump 15 00
No. 72, Fig. 833, 3 in. Deep Well Pump 15.00
No. 73, Fig. 833, 3½ in. Deep Well Pump 16.00
No. 102 Fig. 448, 3 inch Lift Pump 9.00
No 106 Fig. 448, 3½ in. Lift Pump 11 00
No. 128, Fig 510, 3 in. Lift Pump $7 00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 295, Fig. 869, Windmill Pump 12.50
No 295, Fig. 404, Windmill Pump 16 00
No. 340, Fig. 406, Regulator Pump 48.00
No. 305, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 492, Bucket Spray Pump 5.00
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.

Punches—

Semis & Call Co.'s:
Gas Steel Drive 50%
Check 50%
Spring 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@60%
Shull's Tinners' ..... 40&5%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat 15%
Tinners' Solid, P. S. & W. Co., ₱ doz ..... $1.44, 50&10%
Tinners' Hollow, P. S. & W. Co.,...80%

Rail—

Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet $1.40 1.75 2.60
Barn Door, "None Better" No. 1, ₱ foot 3½c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c 70%
Double Plauge ₱ foot, 8c 70%
Carrier Steel Rail, ₱ foot 4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18. ..... 8½c
Double Braced 8½c
Lane's:
O. N. T. 1 in ..... net, $6.00
O. N. T. 1½ in ..... net, 8.75
Stowell's Wrought Steel 30%
Sliding Door, Bronzed Wrought Iron, ₱ foot 6½c
Sliding Door, Steel, Brass Plated, ₱ foot 6½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb. 35c ..... 10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers: Net
Lawn Queen 20, $3 45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th. 2 24
" " 12th 2.40
" " 14th 2.64
" " 16th 2 88
Geneva Garden and Gravel 70%
Genesa Widdler Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall Heavy Braced Curved ..... 70&10%
*Mall Light Braced Straight ..... 70&10%
*Mall, Heavy Sgl. Shank ..... 70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—

Disston's 75%
New Nicholson Horse Rasp ..... 70&10%
See also Files.

Razors—

Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Woetcoholm and Butcher, $10 00 to $ 10%
Razor Blanks. %
Belgian German and Swaty, all sizes, 50

Registers and Ventilators—

HOT AIR

New List, July 1, 1903:
Black Japanned ....
White Japanned ..
Bronzed Finishes .. } 70 to 75%
Electro-Plated ....
Nickel Plated ....
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—

Iwan's Volcaneo ..... 50&5%

Rifle Cleaners—

Bishops:
Small Bore Rifle Cleaner ₱ doz. 8.00

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—

Belt with Burrs ..... 50&50&10%
Hose with Burrs ..... 50@50&10

IRON OR STEEL—

New List, Jan. 8, 1904.
Tinners' 75%
Miscellaneous 75%

Rivet Sets—

Regular List 70%

Rollers- Stay.

Cronk's:
No. 50, 55, 56, 60, 65
₱ doz 1.00 .60 .75 .75 .90 cts

Rope—

Cotton Rope, Best, ₱ lb
¼ inch and larger 18½c
2d grade, ¼ in. and larger 14½c
Jute Rope:
A grade 9½c
C grade 6
Manila:
7-16 in. and larger ..... 12 c
⅜ in 13½c
¼ and 5-16 in ..... 13 c
Sisal:
7-16 in. and larger ..... 8½@9½c
⅜ in ..... 9c@10c
¼ and 5-16 in ..... 9½@10½c

Rules—

Athol, Steel 33⅓%
Boxwood ..... 60&5@60&10&5%
Ivory ..... 30&10@30&10&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's ..... 35&10%

Sad Irons—

ASBESTOS—

Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%

Blacklock:

Plain Black in Cases ..₱ 100 lbs $2.75
Bronze Finished in Cases" .. 3 15
Aluminum Finish " " 2 95
Full Nickel " " 3.75

COLD HANDLED—

Enterprise Mfg. Co. of Pa. ..... 21 &5&5%

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10&10%
Garnet Paper 30%
Flint and Emery Paper. 50&10&10%

Sash Balances—

Caldwell Mfg. Co. 50%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—

Competition ..... 50&10%
Giant 40%
Monarch B. C Co, ... 70%
Putnam Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 35&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener

Ives 40%

Sash Cord—

Cable Laid Italian ..... ₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 13½@14c
Common India ..... ₱ lb 9@10c
Patent Russia ..... ₱ lb 12½@13c
Patent India ..... ₱ lb 10½@12c
Samson:
"Samson" Braided White, Cotton ₱ lb 28½@30c
"Samson" Braided Cord, ₱ lb 28½@30c
"Samson" Spot Cord, ₱ lb 28½@30c
"Samson" Braided Drab, Cotton ₱ lb 32½@35c
"Samson" Braided Italian Hemp ₱ lb 32½@35c
"Samson" Braided Linen ... ₱ lb. 49c

Massachusetts:
White, Cotton ..... 22½@24c
"Phoenix" ..... 19@22c

Silver Lake:
A Quality, Drab ..... ₱ lb 40c, 5%
A Quality, White ..... ₱ lb 35c, 5%
B Quality, Drab ..... ₱ lb 35c. 5%
B Quality, White ..... ₱ lb 30c, 5%

United States:
B Quality ..... ₱ lb 18½c
C Quality ..... ₱ lb 17½c
White Cotton, Hard Braided ..... ₱ lb 18c

Sash Fasteners.

Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—

Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 55%
Cast Metal 62½%
Window Ventilating Lock 60%
Payson's Signal 80%

Sash Weights—

Ton lots at factory $26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4 ..... each $30.00, 20%
Enterprise Mfg. Co. ..... 25@25&7½%
National Specialty Mfg. Co 25%

Saws—

Atkins:
Band 2 to 14 in. Wide 50%
Band ½ to 3-16 in. Wide 60%

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ½ in. to 1¾ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 30&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₩ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Semis & Call Co.'s:
Cross Cut.....30%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30%
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Nash's.....30&10%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive.....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $4.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—

DOOR—

Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....₩ doz. $6.00 net
Electric Spiral No. 02.....₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3.....$12, 50%
Howard-Allard.....A1 ₩ doz., $9.00 net; A2 ₩ doz., 8.00 net
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 1, ₩ doz. $18.50 net; No. 2 ₩ doz.....$12.00
Phoenix, Spiral.....50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ₩ doz.....$1.00
Gem, ₩ dos.....90c } 40%
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ dos.
Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush..... } 20%

Scythe Rifles.
3-Coat.....$10.00 ₩ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.
No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains.... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7 00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " " } 40%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W Co., list July, 1898..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..₩ gross, $10@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 2x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x18.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....5%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps 40%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....4%
Double for Bits or Trace Carrier...4%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5%
Rope Snaps.....40%
Yankee Snaps.....30&5%

Scythe Snaths—

National Snath Co.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 1S—

₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10% c70%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c.

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stock Fountains—

The B-B Mfg. Co.:
"Dewey," ₩ doz., net.....$18

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....80&10&@80&10&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....0%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&20&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens, 90&10&10&10&10%
Double Point, in bulk.....80%
Matting.....60%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₩ doz., net.....$3.00
Columbia, No. 2, ₩ doz., net.....1.05
Little Jack.....₩ dos.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case ..... 25@25&10%
Star Steel.....50%
Steel .....33⅓@40%
Chestermans..... 25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic 35%
Lufkin's Steel and Metallic....80@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw ..... 75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc ..... .65&10%
1⅝ to 2.... ..... .50. 10&5%
1 9 1-8 to 3 in. inc. .....33⅓&10%
1 3 1 8 to 4 in. inc..... ..... 20%
Pipe, ¼ to 1¼.....80&20%
Pipe. 2 to 3 in..... 80&15%
Pipe 3½ & 4 in..... ....66⅔&15%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagaria 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's..... .....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₱ 100. ..... net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ dos. $1.25, ₱ gro. $12.00
Globe ..... ₱ doz. 1.25, ₱ gro. 12 00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Star, Blake's Pattern.....65@65&5%
Enterprise Mole ..... 15&10%
Hawley & Norton.....65@65&5%
Newhouse ..... 45@45&5%
Victor .....75%@7t &5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat..... .....50%
Mouse, Round Wire, ₱ dos...$1.00, 10%
Mouse, Wood, Choker, ₱ dos. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1. Rat, each $1.13, ₱ dos...$12.00
No. 3, Rat, ₱ doz., $6.00; case of 50 ..... 5.25
No. 3½, Rat, ₱ doz., $4.75; case of 72..... 4.25
No. 4. Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5. Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer. No. 1, ₱ gro., $15.00; No. 2, ₱ gro. .....net $15.00
Mouse, No. 3 .....net 9.00
Smith & Egge Mfg. Co.: ₱ dos.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trowels Mechanics—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering. 25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 30%
W. & McP. Plastering..... ....25%
"Rose" Brick, Plastering and Moulders..... .....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....₱ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons 35%

Vegetable Slicers—

Enterprise Mfg. Co ... .25%

Vises—

Oval Slide.....60%
Solid Box .....50@50&10%
Columbian Hdw. Co:
Nos. 110 and over. 50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.... .....50&10%
Armstrong's:
Combination..... .....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's..... 40%
Little Giant Bench..... ...25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher .....30@40%
Wood-Working .....15@20%
Planer .....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp..... .....45&10%
Hand ....15&10%
Moore's.....20%
Phoenix:
Oval Slide .....40&5%
Coachmakers ... .33⅓%
Saw Vises ....Net
Pipe Vises.....Net
Prentiss.....20@25%
Sargent's 40%
Snediker's 30%
Stephens.....30%
Trenton .....40@40&5%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@ 40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks..... .....30&5
Covert Mfg. Co.'s, Steel. 45%
Lane's Steel..... .....30&10%

Washer Cutters—

Otis A Smith's..... .....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches..... ..

Weeders

Iowa and three Prong.....75%
Two Prong 75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".... .....₱ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co..... ... .40%
Bosley's Peerless..... ...60%
" X. L. C. R.....70%
Clayton's.. .....25&10%
Phœnix 60%

Window Stop Adjustors—

Ives' New List 35%
Taplin's "Perfection"..... . 35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.... ....30%
Bright Wire Goods, New List June 24, 1903. .85&10&10@90
Cast Steel Wire.....50%
Copper Wire 15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools ...60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 0 to 14.....75%
Nos. 15 to 18.....75%
Nos. 19 to 26..... .....77½%
Nos. 27 to 36..... .....80%
Galvanized:
Nos. 6 to 26..... .....70%
Coppered:
Nos. 6 to 14..... .. ..72½%
Nos. 15 to 18 .....72½%
Tinned:
Nos. 6 to 14..... ....75%
Nos. 15 to 18... ....72½%
Nos. 19 to 30 ....70%
Nos 15 to 18 Tinned Annealed....70%
Nos. 19 to 30 " " ..67½
Nos 19 to 30 Bright Annealed Brush 72½%
Tinned Broom and Mattress....72½%
Cast Steel.... ....65%
Charcoal Iron 60%
Gun Screw 65%
Picture Wire, List of Oct. 2, 1900.... 35&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .....30&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.35

Wire Rope—

Bright..... 45
Cast Steel..... ... .30%
Iron, Galvanized 40

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip.....₱ dos. $1.80

Wrenches—

P. S & W. Agricultural.. .....30%
Alligator ....65&10@70%
Baxter's..... .....70@.0&10%
P. S. & W. Machinists..... ...66⅔%
P. S. & W. Solid Handle .....50&10%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.. ..... 60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club 40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's..... .. ....30@33⅓%

Coes':
Genuine .....40&10&5&5%
"Mechanics'" .....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe ....50&10%
Gem 50%
Stillson Pipe..... .....50%
Taylor Pipe and Nut 40%
Acme..... .....60@60&5%
Bull Dog..... .....70%
Hercules..... ....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 43c
Linseed, City, Boiled, in barrels, ₱ gal. 45c
Out of Town on Spot.....₱ gal. 42c
Calcutta, Raw, in barrels.....₱ gal. 65c
Lard, Prime City ....₱ gal.....61@62c
Lard, Extra, No. 1 ..... 48@50c
Lard, No. 2 ....38@39c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $19.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Eng., in Oil..₱ lb. 8½@9½c
Litharge, Kegs. ....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk ....1¾@2
In bladders..... .....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls..... 66½@ 67c
In machine bbls..... ..... 67@ 67½c

Dry Colors—

	₱ lb	
Blue, Chinese	30 @35	c
Blue, Prussian	28 @34	c
Blue, Ultramarine	5 @20	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 7¾	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary....	5 @ 7	c
Green, Paris, in kegs 1	2½@14½	c
Indian Red, American	3 @ 3½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best. 13	@15	c
Black Lampblack, common.. 8	@10	c
Blue, Chinese 35	@40	c
Blue, Prussian 32	@35	c
Blue, Ultramarine 14	@18	c
Sienna, burnt 11	@13	c
Sienna, raw. 11	@13	c
Umber, burnt..... 11	@13	c
Umber, raw... 10	@13	c
Brown, Vandyke.....10	@13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Abrasives.
Canada Corundum Co., Toronto, Can.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co Geneva, Ohio.
John H Graham & Co., New York.
American Fork and Hoe Co., Cleveland O.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Cookers.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Architectural Metal Works.
Western Brass Mfg. Works, Chicago, Ill.

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J Stevens Arms & Tool Co., Chicopee Falls Mass.

Awnings.
Wagner Mfg Co., Cleveland, Ohio.

Axes and Edge Tools.
Sargent & Co., New York.
Park Edge Tool Co., Cohoes, N. Y.

Axe Wedges.
Buhl Malleable Co., Detroit, Mich.

Axle Oil.
The Frank Miller Co., New York.
Commercial Oil Co., Cleveland, O. and New York.

Babbitt Metal.
Magnolia Metal Co., New York

Bank Railings.
J. F. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co. New York.

Barn Door Hangers.
J. E. Porter Co., Ottawa, Ill.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co. New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
William Dobson, Canestota, N. Y.
C. E. Jennings & Co., New York, N. Y

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Schollhorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol Conn.
Harrington & Richardson Arms Co., Worcester, Mass
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros, Poughkeepsie, N. Y.

Bolt and Screw Cases.
J D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Ties.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N Y.
Champion Safety Lock Co., Geneva, O
John H Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn
Sargent & Co., New York
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie Pa.
McKinney Mfg. Co, Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bardsley, Joseph, New York.
Bommer Bros, Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Sargent & Co., New York.

Cabinet and Saloon Fixtures.
Western Brass Mfg. Works, Chicago, Ill.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets. Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E Jennings & Co., New York.
Smith & Egge Mfg Co., Bridgeport, Conn.
L. S. Starrett Co, Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N J

Carpenters' Tools.
Stanley Rule & Level Co, New York

Carpet Sweepers.
National Sweeper Co, Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co. New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checking Spring Hinges
Bardsley, Joseph, New York.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N Y.
W. H. Anderson & Sons, Detroit, Mich.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Churns.
One Minute Churn Co.

Clamps.
Batavia Clamp Co. Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Cleavers.
John Chatillon & Sons, New York.
Goodell Compa y Antrim, N H
L. & I J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H Graham & Co., New York.
Edward S. Hotchkiss, Bridgeport, Conn.

Clipper Sharpene and Grinder.
John Van Benschoten, Poughkeepsie, N. Y.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars.
A. J. Phillips Co., Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co, New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W H Anderson & Sons, Inc, Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W H Anderson & Sons, Inc. Detroit Mich

Copying Processes.
Felix H. Dane Duplicator Co., New York.
The Schapirograph Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corundum.
Canada Corundum Co., Toronto Canada.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counsellors at Law.
Straley, Hasbrouck & Schloeder, New York.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co Geneva Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

Cutters, Rod.
Chandler & Farquhar, Boston

Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

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Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Checks and Springs.
Jos. Bardsley, New York.
Sargent & Co., New York.

Door Holders.
Bardsley, Joseph, New York.

Door Knobs, Wood.
Bardsley, Joseph, New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva, Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.

Dripping Pans.
The Bronson Walton Co., Cleveland, O.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
Storm Mfg. Co., Newark, N. J.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York.

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Pelouse Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H Graham & Co., New York.

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Frankfort Iron Fence Works, Frankfort, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I

Filters.
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Wm. T. Mann & Co., Cleveland, O.
Fulper Pottery Co., Flemington, N. J.

Fire Arms
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Escapes.
Harris Safety Co., New York.

Fire Extinguishers.
Harris Safety Co., New York.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Folding Tables.
Udell Works, Indianapolis, Ind.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gasoline Lamps.
Whiteman Mfg. Co., Canton, Ohio.
Windhorst & Co., St. Louis, Mo.

Gasoline Stoves.
Shelby Stove & Mfg. Co., Shelby, O.

Gas Stoves.
Glogau & Co., Chicago, Ill.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Cutters.
W. L. Barrett, Bristol, Conn.

Glass Water Gauges.
Appert Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Hack Saw Blades.
Diamond Saw & Stamping Works, Buffalo, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.

Hay Carriers.
J. E. Porter Co., Ottawa, Ill.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
J. E. Porter Co., Ottawa, Ill.

Hay Slings.
J. E. Porter Co., Ottawa, Ill.

Header Forks.
Geneva Tool Co., Geneva, O.

Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bardsley, Joseph, New York.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hods, Mortar.
Genuga Manf'g Co., Painesville, O.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines.
American Shearer Mfg. Co., Nashua., N. H.

Horse Powers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Horse Nails.
Capewell Horse Nail Co., Hartford, Conn.
Putnam Nail Co., Neponset, Boston, Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Balances.
John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
Dana & Co Cincinnati, Ohio
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Detroit, Mich.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy Ill.
George H. Stahl, Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Mowers.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Signal Mail Box Co., Joliet, Ill.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Metal Ceilings.
Canton Steel Roofing Co., Canton, O.
Northrop, Coburn & Dodge Co., New York.

Metal Stamping.
Hunt & Dorman Mfg. Co., Cleveland, Ohio.

Metal Tiling.
Northrop, Coburn & Dodge Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Miniature Tools.
Davison Mfg. Co., Brooklyn, N. Y.

Mitre Boxes.
H. C. Marsh, Rockford, Ill.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland. O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.
Rockford Tack & Nail Co., Rockford, Ill.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co , Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works. Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Shelby Stove & Mfg Co., Shelby, Ohio

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland, O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York.

Patents.
Davis & Davis, New York.
Straley, Hasbrouck & Schloeder, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Picture Frame Vises.
H. C. Marsh, Rockford, Ill.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport. Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Cutting Monkey Wrench.
Bonney Vice & Tool Works, Inc., Phila., Pa.

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Walworth Mfg. Co., Boston, Mass.

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Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport. Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

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Klip-Klip Co., Rochester, N. Y.

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Joseph Dixon Crucible Co., Jersey City, N. J.

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Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Whittemore Bros. & Co., Boston, Mass.

Polishes, Paste.
Black Silk Stove Polish Works, Sterling, Ill.
W. W. Callery & Co., Pittsburg, Pa.
H. L. Feasil Co., New York.
Geo. W. Huffman, Indianapolis, Ind. and New York
Whittemore Bros. & Co., Boston, Mass.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.
Rockford Tack & Nail Co. Rockford Ill.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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ew Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.

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Alfred Field & Co., New York.
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Smith & Egge Mfg. Co., Bridgeport, Conn.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.

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The John C. Jewitt Mfg. Co., Buffalo, N. Y.

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Western Brass Mfg. Works, Chicago, Ill.

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Geneva Tool Co., Geneva, O.

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Stowell Mfg. Co., Jersey City, N. J.

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Enterprise Mfg. Co. of Pa. Phila., Pa
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Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O

Scythe Stones.
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Geneva Tool Co., Geneva, O.

Stone Working Tools.
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J. D. Warren Mfg. Co., Chicago.

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Robertson, Arthur R. 18
Rockford Tack and Nail Co 15
Rodgers (Joseph) & Sons 10

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Sandage Steel Skein Co 1
Sargent & Co 43
Savage Arms Co 41
Schapirograph Co ..... *
Schwerdtle Stamp Co 4, 11, 45
Shollhorn Co. (The William) ..... *
Shuster (F. B.) Co 63
Signal Mail Box Co 17
Sisteraville Novelty Co ..... *
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Starrett (L. S.) Co 18
Stevens (J.) Arms & Tool Co ..... *
Stevens (J) Arms & Tool Co 1
Stimpson (Edwin B.) & Son 64
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Straley, Hasbrouck & Schloeder 2
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Taylor & Boggis Foundry Co ..... *
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Udell Works 11
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Vrooman (F. H. & E. B.) 7

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Wachter Mfg. Co 37
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Warn (E. T.) 47
Warren (J. D.) Mfg. Co 11
Western Brass Mfg. Works 64
White (L. & I. J.) 49
White Lily Washer Co 46
Whiteman Mfg. Co 6
Whittemore Bros. and Co ..... *
Willson (H. B.) & Co 10
Windhorst & Co 46
Wood Mowing and Reaping Machine Co. (Walter A.) 17
Wood & Co., W. T ..... *

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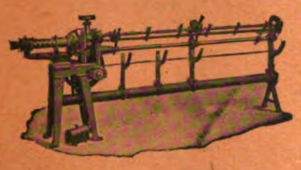
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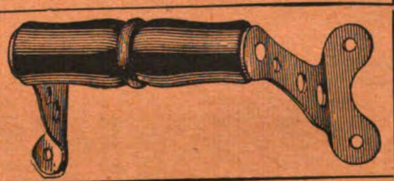


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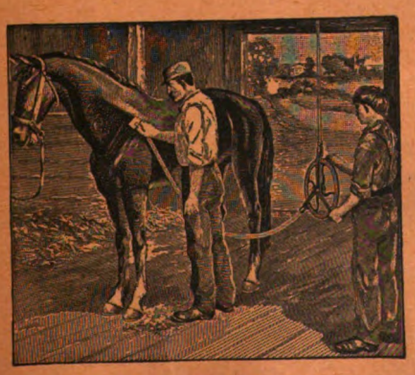
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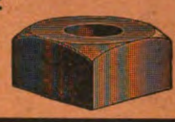
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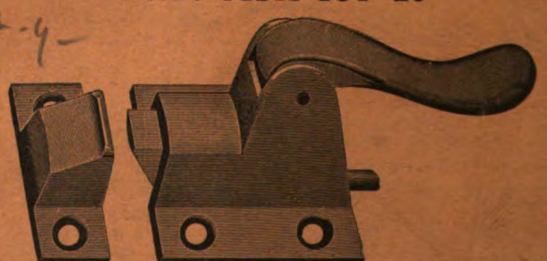


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